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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

FOR RELEASE: IMMEDIATELY

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OCTOBER 1989 BILLINGS FOR METAL TREATING INDUSTRY
TOP OCTOBER 1988 BY 3.8%

October 1989 sales of $50.8 million outpaced October 1988 when the figure was $49.0 million.

For the year-to-date, billings have reached $485.4 million. This is 3.8% above the 1988 total for this period of $467.7 million.

Six of the nine MTI districts outperformed October 1988. Seven of the districts are ahead of their 1988 year-to-date sales total.

A summary of percentage change by geographic regions follows:

	District	Oct 89 vs. Oct 88	Total 1989 vs. 1988
1	New England (MA-RI-CT)	1.2	0.1
2	Middle Atlantic (NY-NJ-E.PA-MD)	1.6	3.1
3	South Central (W.PA-OH-IN-KY)	14.0	7.6
4	Michigan	- 8.8	2.7
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	5.8	5.5
6	North Central (IL-WI-MN-MO-IA)	9.0	5.2
7	Pacific Coast (CA-AZ-ORE-WASH)	17.7	10.7
8	Southwest (TX-OK-AR-CO-LA-UT)	- 2.8	- 5.0
9	Canada	-15.3	- 5.1

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

OCTOBER, 1989

BILLINGS FOR MONTH

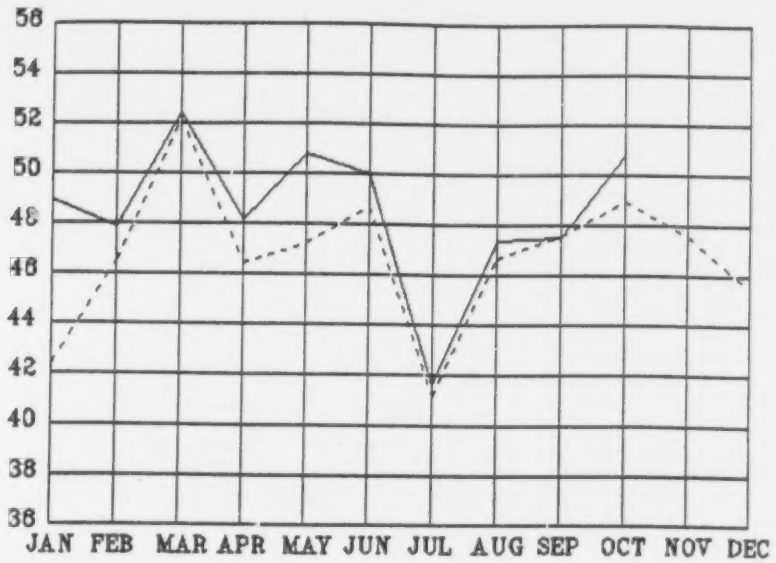
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1988	1989	%	1988	1989
Total	215	48950.4	50809.7	3.8	100.0	100.0
Dist. 1	16	3102.9	3139.7	1.2	6.3	6.2
Dist. 2	26	4728.6	4804.4	1.6	9.7	9.5
Dist. 3	39	8017.3	9142.1	14.0	16.4	18.0
Dist. 4	24	6996.7	6379.6	- 8.8	14.3	12.6
Dist. 5	18	2704.2	2860.5	5.8	5.5	5.6
Dist. 6	33	8839.1	9632.0	9.0	18.1	19.0
Dist. 7	27	6435.5	7577.2	17.7	13.1	14.9
Dist. 8	18	3138.2	3049.5	- 2.8	6.4	6.0
Dist. 9	14	4987.8	4224.7	-15.3	10.2	8.3
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1988	1989	%	1988	1989
Total	467706.2	485403.9	3.8	100.0	100.0
Dist. 1	31630.6	31653.4	0.1	6.8	6.5
Dist. 2	45977.3	47395.8	3.1	9.8	9.8
Dist. 3	77498.4	83074.7	7.6	16.6	17.2
Dist. 4	62665.1	64339.4	2.7	13.4	13.3
Dist. 5	26868.4	28353.9	5.5	5.7	5.8
Dist. 6	87354.6	91883.1	5.2	18.7	18.9
Dist. 7	60643.0	67137.2	10.7	13.0	13.8
Dist. 8	29842.0	28346.6	- 5.0	6.4	5.8
Dist. 9	45226.7	42919.5	- 5.1	9.7	8.8

MILLIONS

NATIONAL BILLINGS



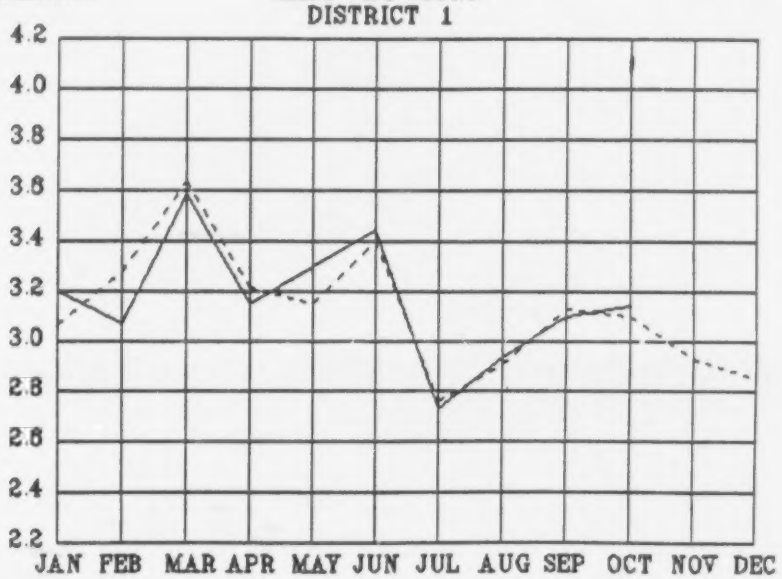
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.6	3.0	0.4	3.7	7.6	2.6	1.0	1.6	-0.2	3.8		
% Change	Cumulative	15.6	9.0	5.8	5.3	5.8	5.2	4.7	4.3	3.8	3.8		

MILLIONS

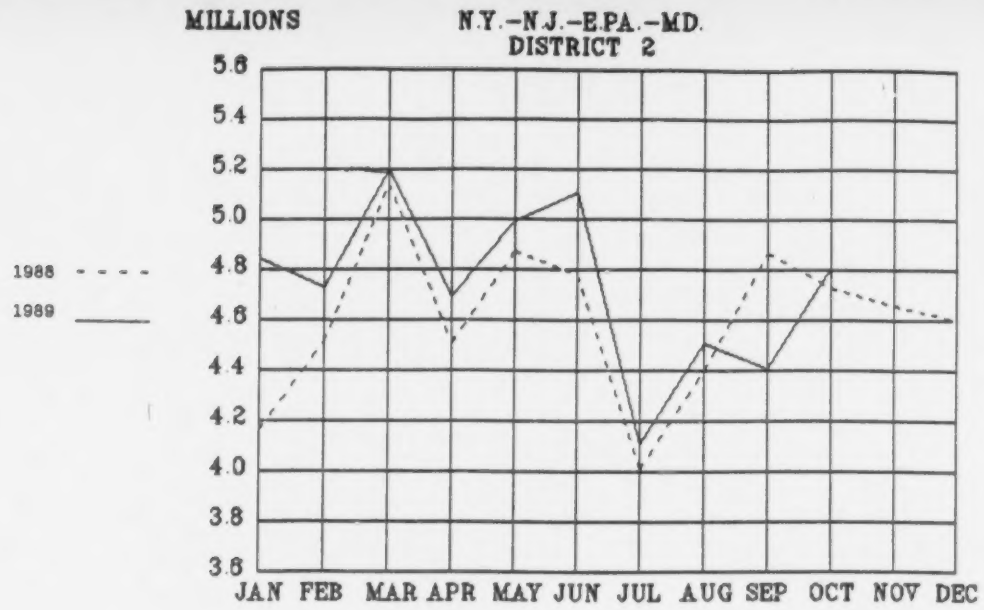
MASS.-R.I.-CONN. DISTRICT 1



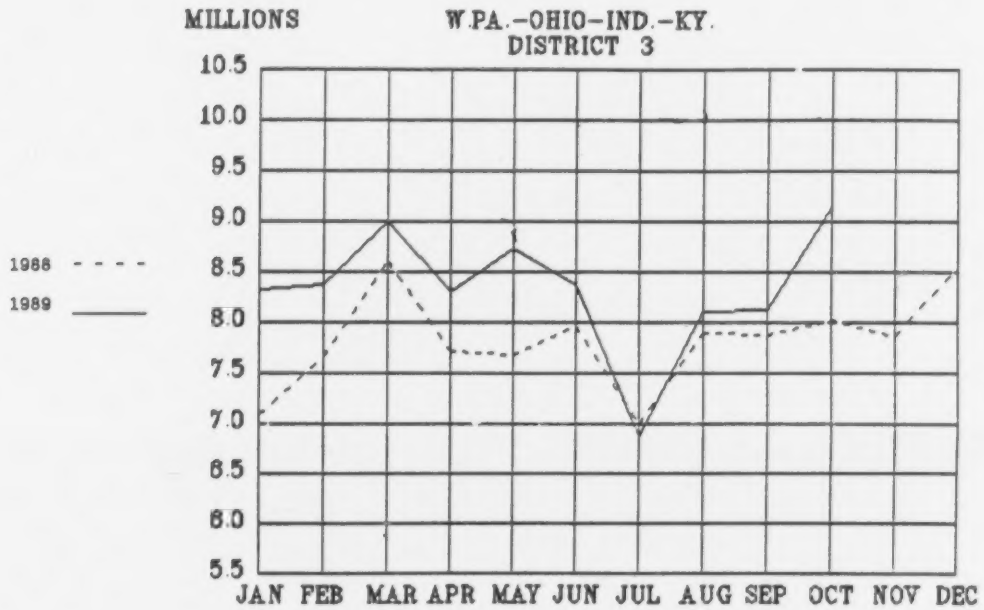
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	4.4	-6.3	-1.2	-2.2	4.8	1.3	-1.0	1.1	-0.9	1.2		
% Change	Cumulative	4.4	-1.1	-1.2	-1.4	-0.2	0.1	-0.1	0.1	0.0	0.1		



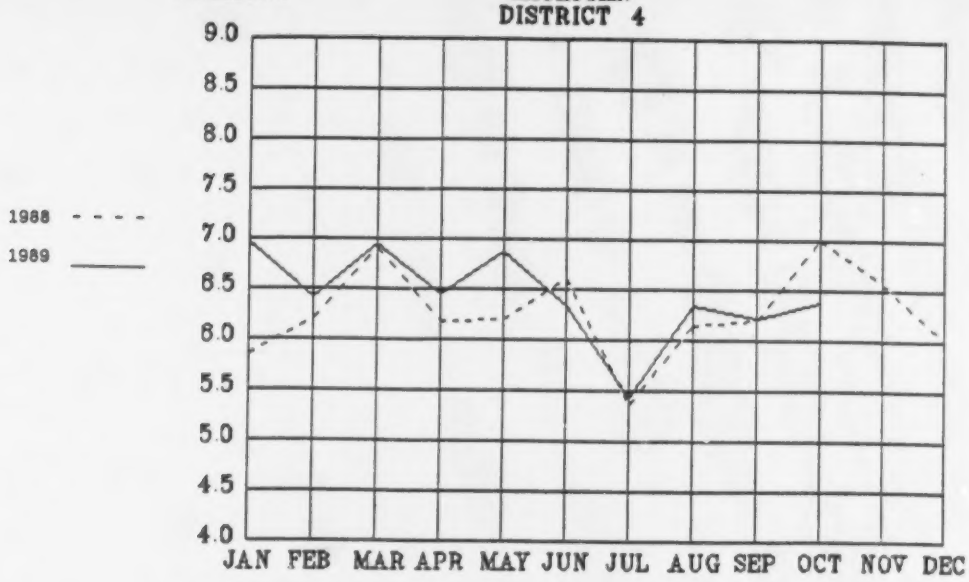
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.3	4.8	1.2	4.1	2.5	6.9	2.5	2.4	-9.4	1.6		
% Change	Cumulative	16.3	10.3	6.9	6.2	5.4	5.7	5.3	4.9	3.3	3.1		



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	17.4	9.3	4.5	7.6	13.8	5.3	-1.5	2.6	3.2	14.0		
% Change	Cumulative	17.4	13.2	10.0	9.4	10.3	9.4	8.0	7.3	6.8	7.6		

MILLIONS

MICHIGAN
DISTRICT 4

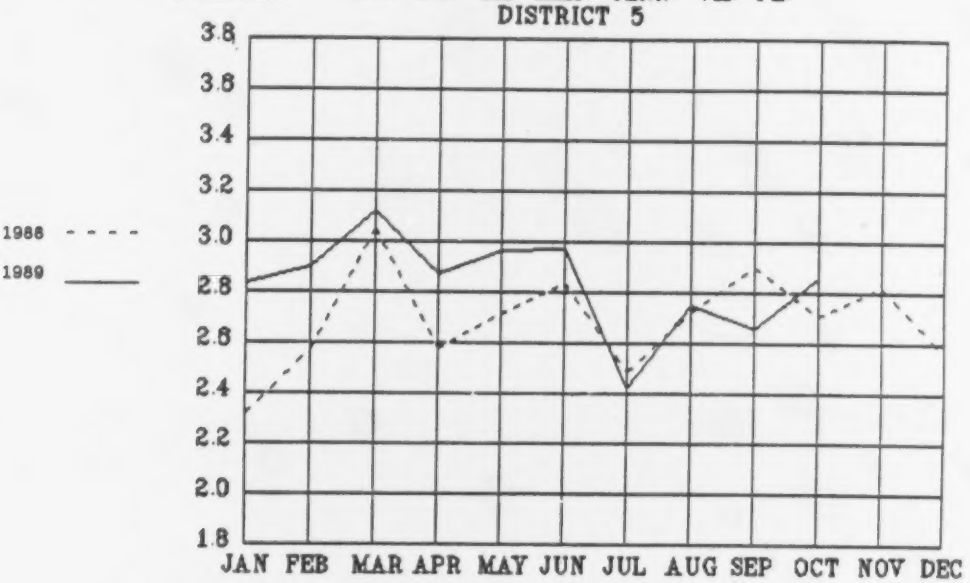


1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1	3.3	0.5	4.2	10.9	-4.3	1.2	3.0	0.4	-8.8		
% Change	Cumulative	19.1	11.0	7.2	6.5	7.3	5.3	4.8	4.6	4.1	2.7		

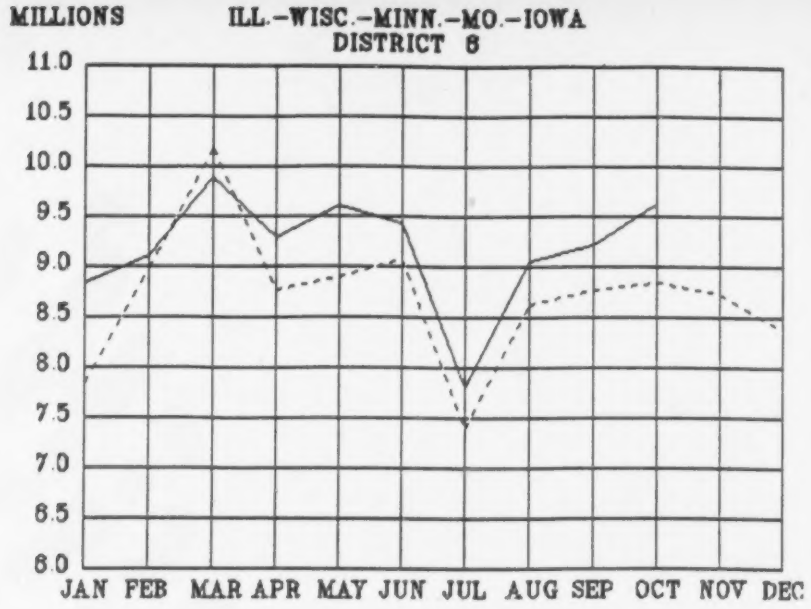
MILLIONS N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



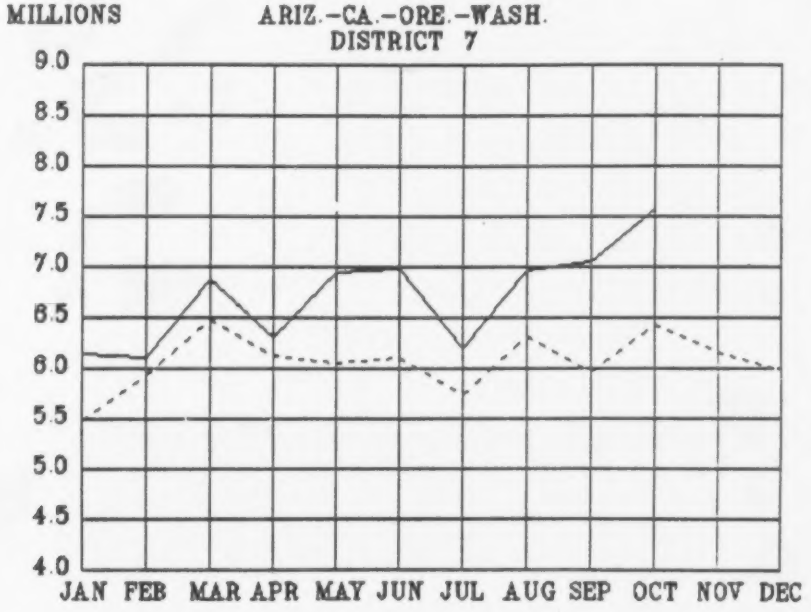
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	22.6	12.8	2.3	11.4	9.2	4.9	-2.5	1.2	-8.4	5.8		
% Change	Cumulative	22.6	17.4	11.6	11.6	11.1	10.0	8.3	7.4	5.5	5.5		



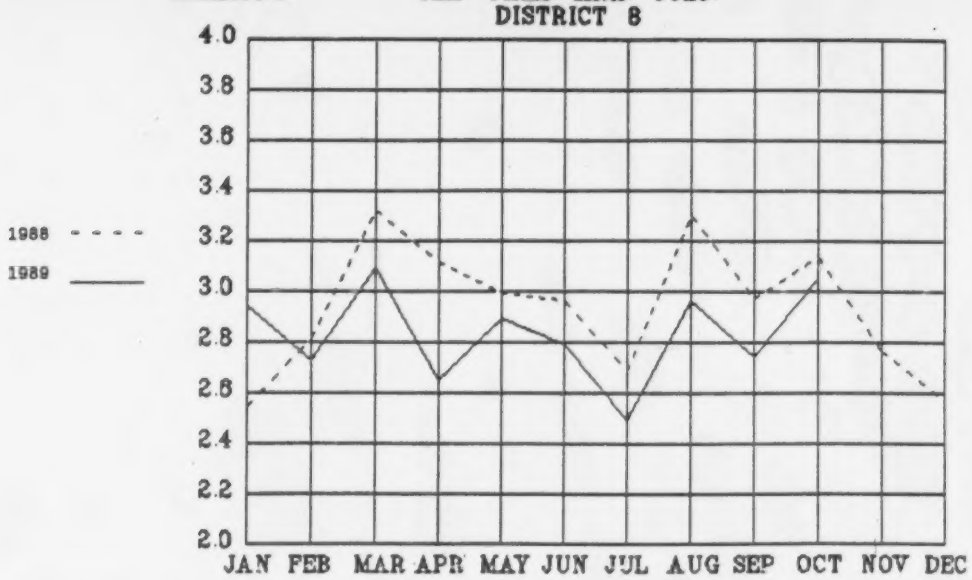
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.8	1.4	-2.8	6.1	8.0	3.9	5.5	5.1	5.1	9.0		
% Change	Cumulative	12.8	6.7	3.1	3.9	4.7	4.6	4.7	4.7	4.8	5.2		



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.9	3.1	6.1	2.8	14.9	14.3	8.0	9.9	18.2	17.7		
% Change	Cumulative	11.9	7.3	6.9	5.8	7.7	8.8	8.7	8.8	9.9	10.7		

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8



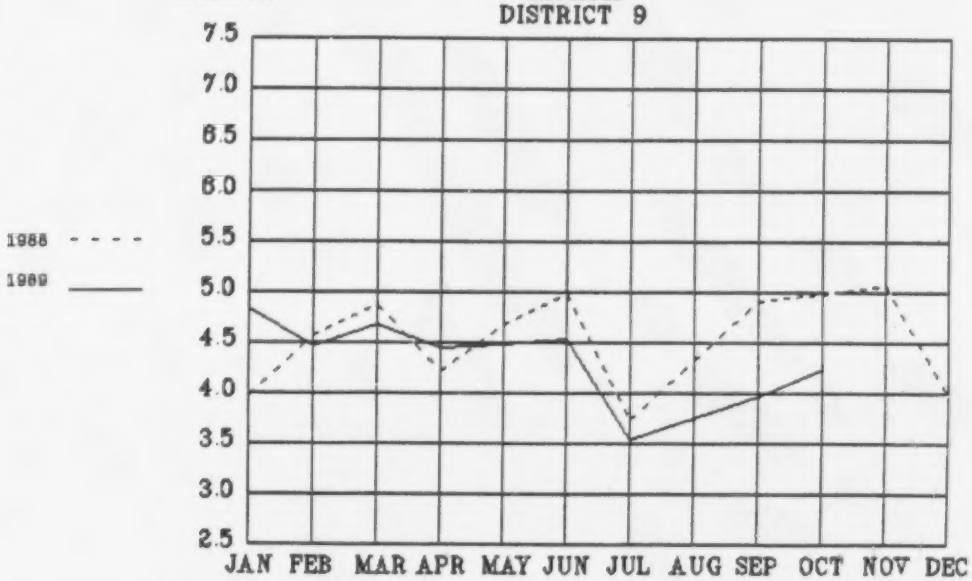
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	-3.1	-7.0	-14.9	-3.4	-5.7	-7.2	-10.1	-7.7	-2.8		
% Change	Cumulative	15.8	5.9	0.9	- 3.2	-3.3	-3.7	-4.1	-5.0	-5.3	-5.0		

MILLIONS

CANADA
DISTRICT 9



1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	22.0	-2.2	-4.0	5.5	-3.9	-9.1	-5.6	-13.1	-19.1	-15.3		
% Change	Cumulative	22.0	9.1	4.3	4.6	2.8	0.6	-0.1	-1.7	- 3.8	-5.1		

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NOVEMBER 1989 METAL TREATING INDUSTRY SALES DECLINE BY 2.2%

November 1989 billings reached $46.9 million, off 2.2% from the November 1988 figure of $48.0 million.

For the year-to-date, metal treaters have recorded sales of $535.7 million. This is 3.1% over the 1988 total for this period of $519.8 million.

Four of the nine MTI districts exceeded November 1988's total. Seven of the districts outpaced their 1988 year-to-date sales total.

A summary of percentage change by geographic regions follows:

	District	Nov 89 vs. Nov 88	Total 1989 vs. 1988
1	New England (MA-RI-CT)	3.7	0.5
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 1.6	2.7
3	South Central (W.PA-OH-IN-KY)	6.1	7.2
4	Michigan	-14.6	1.0
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	-11.8	3.9
6	North Central (IL-WI-MN-MO-IA)	- 0.2	4.7
7	Pacific Coast (CA-AZ-ORE-WASH)	6.7	9.1
8	Southwest (TX-OK-AR-CO-LA-UT)	0.6	- 4.5
9	Canada	-13.6	- 5.8

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ANALYSIS OF NATIONAL BILLINGS

NOVEMBER, 1989

BILLINGS FOR MONTH

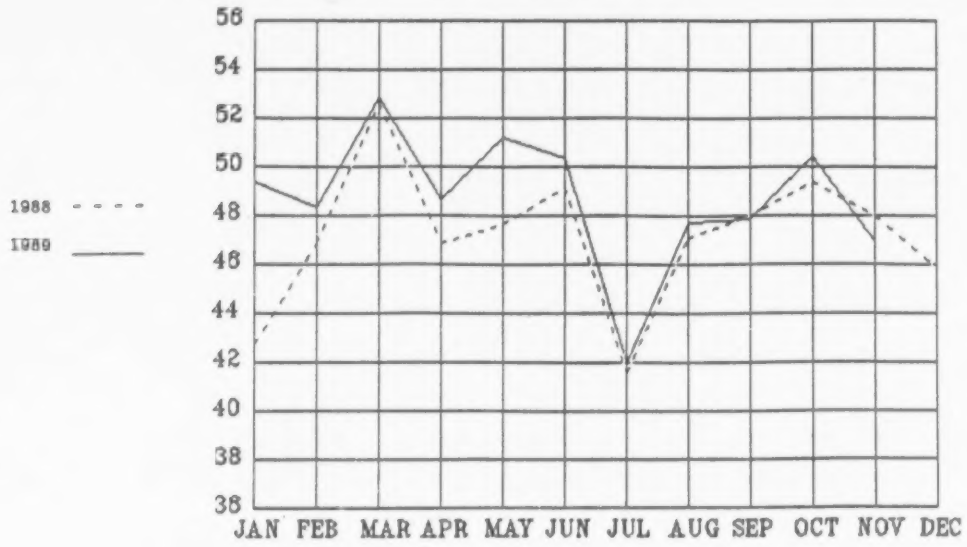
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1988	1989	%	1988	1989
Total	217	47964.5	46896.3	- 2.2	100.0	100.0
Dist. 1	16	2925.3	3033.6	3.7	6.1	6.5
Dist. 2	26	4659.2	4585.6	- 1.6	9.7	9.8
Dist. 3	40	8129.9	8623.5	6.1	16.9	18.4
Dist. 4	24	6564.0	5602.7	-14.6	13.7	11.9
Dist. 5	18	2823.9	2491.6	-11.8	5.9	5.3
Dist. 6	33	8726.7	8706.1	- 0.2	18.2	18.6
Dist. 7	27	6158.3	6569.2	6.7	12.8	14.0
Dist. 8	18	2763.2	2780.4	0.6	5.8	5.9
Dist. 9	15	5214.0	4503.7	-13.6	10.9	9.6
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1988	1989	%	1988	1989
Total	519825.8	535708.6	3.1	100.0	100.0
Dist. 1	34555.9	34740.1	0.5	6.6	6.5
Dist. 2	50636.5	51981.4	2.7	9.7	9.7
Dist. 3	88345.6	94730.9	7.2	17.0	17.7
Dist. 4	69229.1	69942.1	1.0	13.3	13.1
Dist. 5	29692.3	30845.6	3.9	5.7	5.8
Dist. 6	96081.3	100589.1	4.7	18.5	18.8
Dist. 7	66801.2	72900.4	9.1	12.9	13.6
Dist. 8	32605.1	31126.9	- 4.5	6.3	5.8
Dist. 9	51878.5	48852.7	- 5.8	10.0	9.1

MILLIONS

NATIONAL BILLINGS



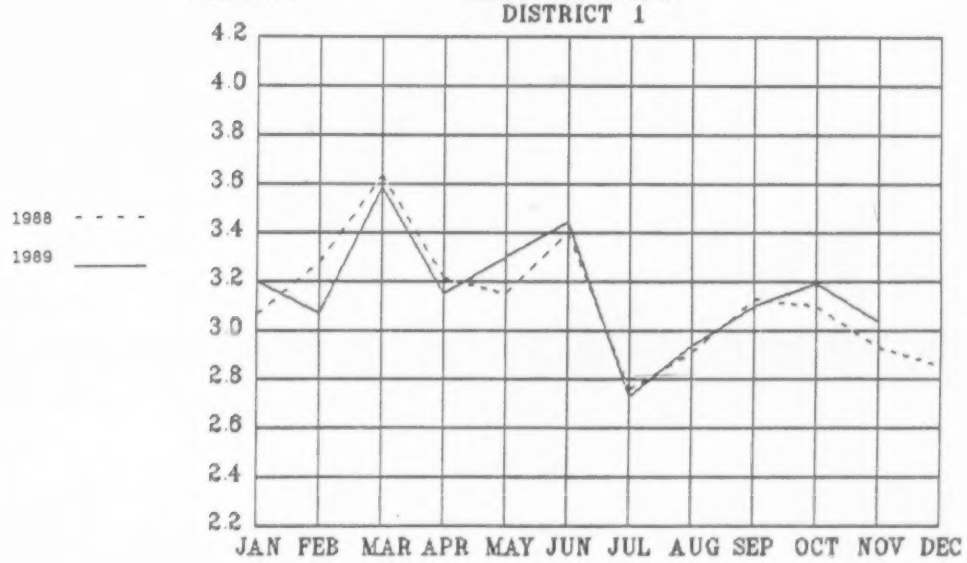
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.6	3.1	0.4	3.8	7.5	2.5	1.0	1.5	-0.3	2.1	-2.2	
% Change	Cumulative	15.6	9.1	5.9	5.4	5.8	5.2	4.7	4.3	3.8	3.6	3.1	

MILLIONS

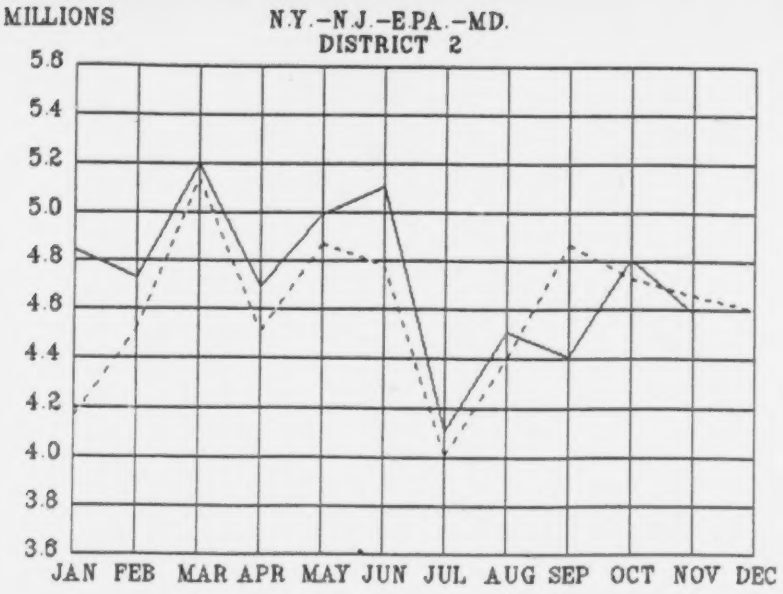
MASS.-R.I.-CONN.
DISTRICT 1



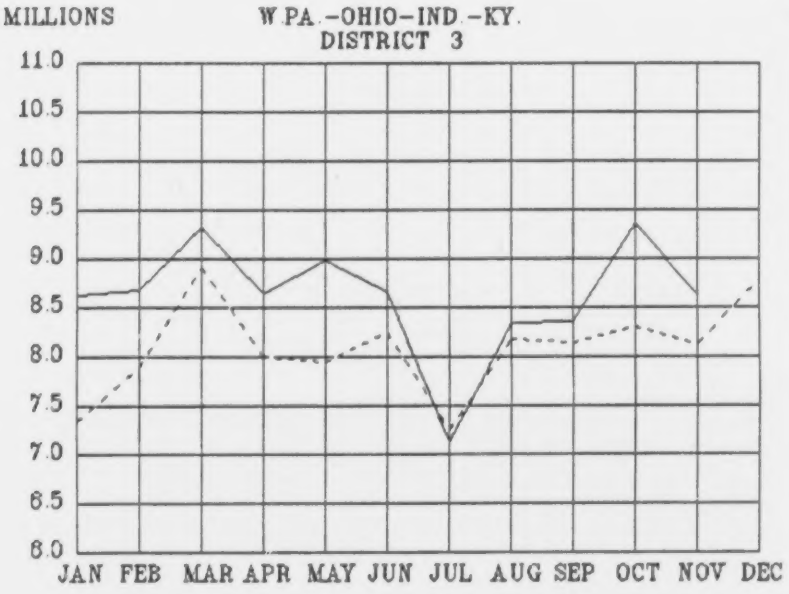
1988 - - - -

1989 ———

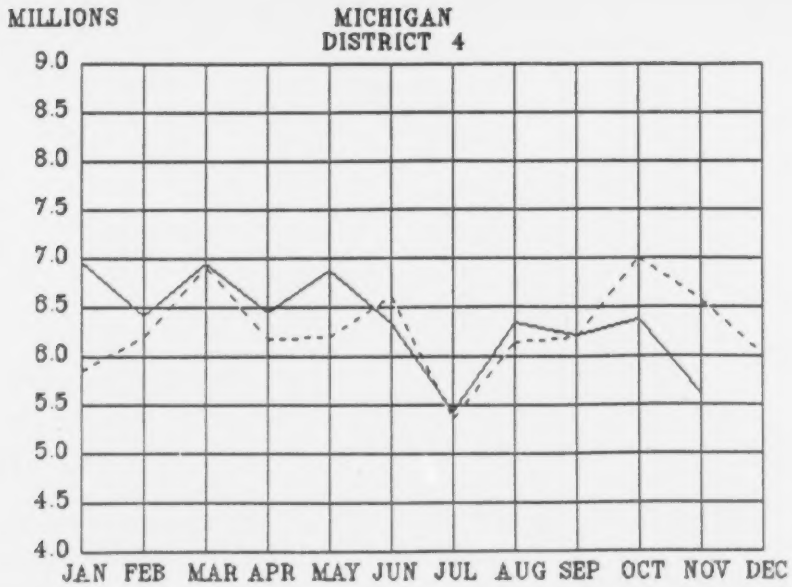
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	4.4	-6.3	-1.2	-2.2	4.8	1.3	-1.0	1.1	-0.9	2.9	3.7	
% Change	Cumulative	4.4	-1.1	-1.2	-1.4	-0.2	0.1	-0.1	0.1	0.0	0.2	0.5	



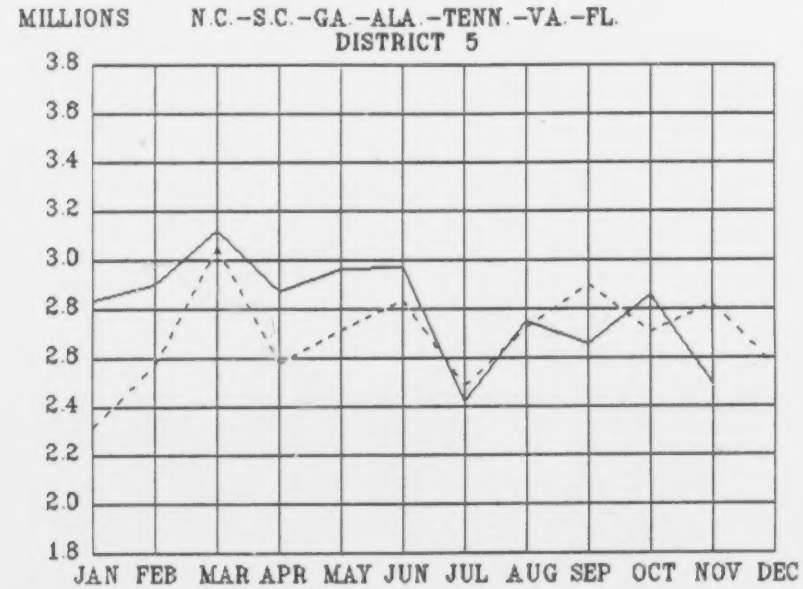
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.3	4.8	1.2	4.1	2.5	6.9	2.5	2.4	-9.4	1.6	-1.6	
% Change	Cumulative	16.3	10.3	6.9	6.2	5.4	5.7	5.3	4.9	3.3	3.1	2.7	



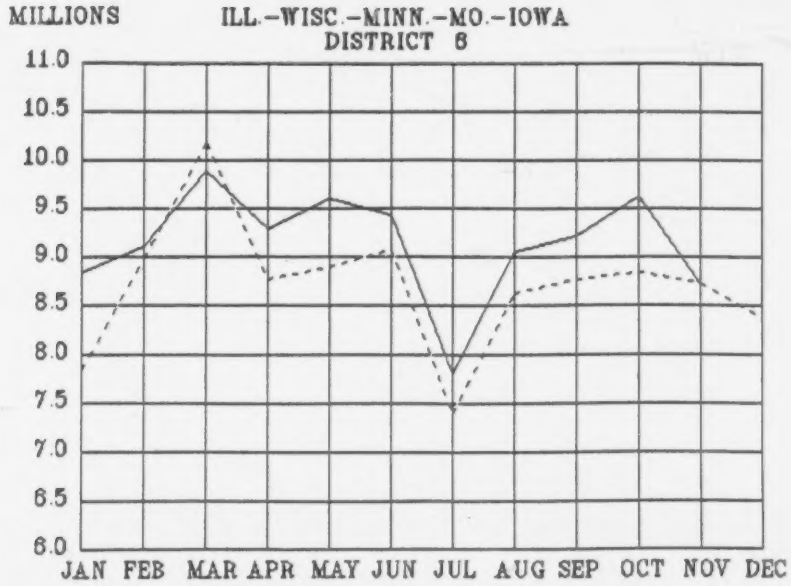
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	17.5	10.0	4.7	8.1	13.1	5.0	-1.9	2.0	2.5	12.9	6.1	
% Change	Cumulative	17.5	13.6	10.3	9.8	10.4	9.5	8.0	7.2	6.7	7.3	7.2	



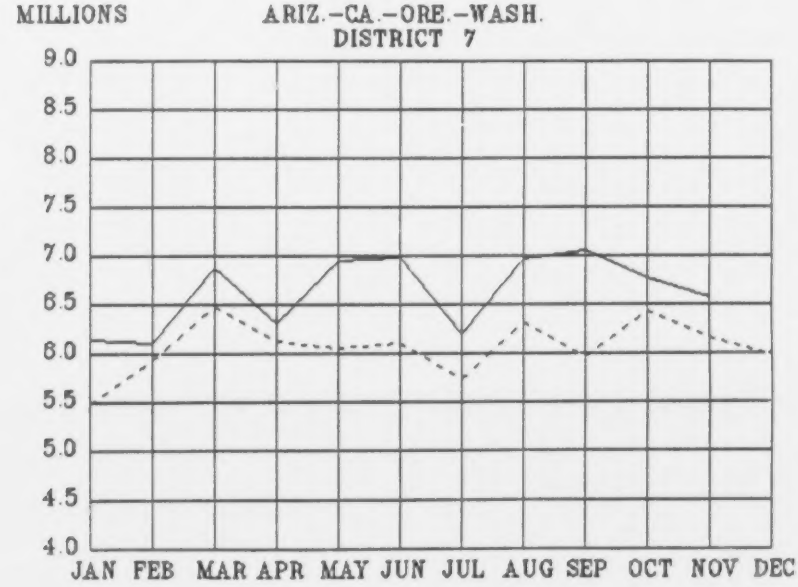
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1	3.3	0.5	4.2	10.9	-4.3	1.2	3.0	0.4	-8.8	-14.6	
% Change	Cumulative	19.1	11.0	7.2	6.5	7.3	5.3	4.8	4.6	4.1	2.7	1.0	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	22.6	12.8	2.3	11.4	9.2	4.9	-2.5	1.2	-8.4	5.8	-11.8	
% Change	Cumulative	22.6	17.4	11.6	11.6	11.1	10.0	8.3	7.4	5.5	5.5	3.9	



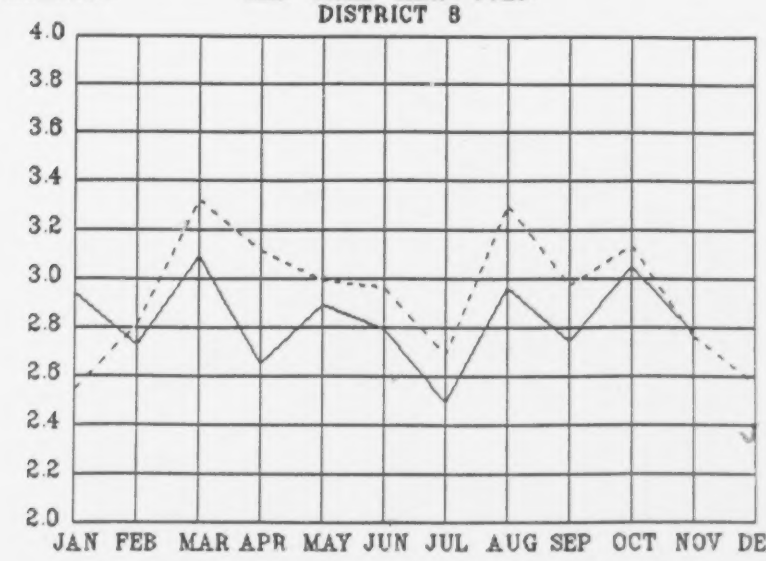
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.8	1.4	-2.8	6.1	8.0	3.9	5.5	5.1	5.1	9.0	-0.2	
% Change	Cumulative	12.8	6.7	3.1	3.9	4.7	4.6	4.7	4.7	4.8	5.2	4.7	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.9	3.1	6.1	2.8	14.9	14.3	8.0	9.9	18.2	5.2	6.7	
% Change	Cumulative	11.9	7.3	6.9	5.8	7.7	8.8	8.7	8.8	9.9	9.4	9.1	

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8



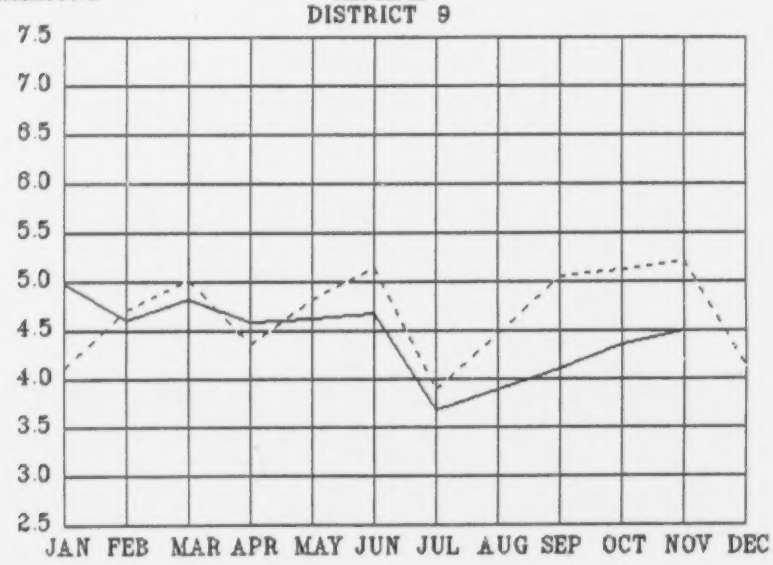
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	-3.1	-7.0	-14.9	-3.4	-5.7	-7.2	-10.1	-7.7	-2.8	0.6	
% Change	Cumulative	15.8	5.9	0.9	- 3.2	-3.3	-3.7	-4.1	-5.0	-5.3	-5.0	-4.5	

MILLIONS

CANADA
DISTRICT 9



1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	21.3	-2.1	-3.9	5.3	-3.8	-8.9	-5.4	-12.7	-18.6	-15.0	-13.6	
% Change	Cumulative	21.3	8.8	4.2	4.4	2.7	0.6	-0.1	-1.7	- 3.7	-5.0	- 5.8	

AG376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

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FOR RELEASE: IMMEDIATELY

1989 METAL TREATING INDUSTRY
SALES TOP 1988 BY 2.3%

For the year Commercial Heat Treaters reported billings of $578.1 million. This compares to 1988's total of $565.3 million. This marks the third year in a row that the industry has outperformed the prior year.

December 1989's sales of $42.2 million were 7.9% below those of December 1988 when sales reached $45.8 million.

For the year six of the districts outpaced their 1988 sales total.. Eight out of nine MTI districts fell below their December 1988 total.

A summary of percentage change by geographic regions follows:

	District	Dec 89 vs. Dec 88	Total 1989 vs. 1988
1	New England (MA-RI-CT)	- 2.5	0.3
2	Middle Atlantic (NY-NJ-E.PA-MD)	-15.5	1.1
3	South Central (W.PA-OH-IN-KY)	- 8.9	5.8
4	Michigan	-19.1	- 0.6
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 7.5	3.1
6	North Central (IL-WI-MN-MO-IA)	- 1.5	4.2
7	Pacific Coast (CA-AZ-ORE-WASH)	- 0.7	8.3
8	Southwest (TX-OK-AR-CO-LA-UT)	0.5	- 4.2
9	Canada	-13.5	- 5.4

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

DECEMBER, 1989

BILLINGS FOR MONTH

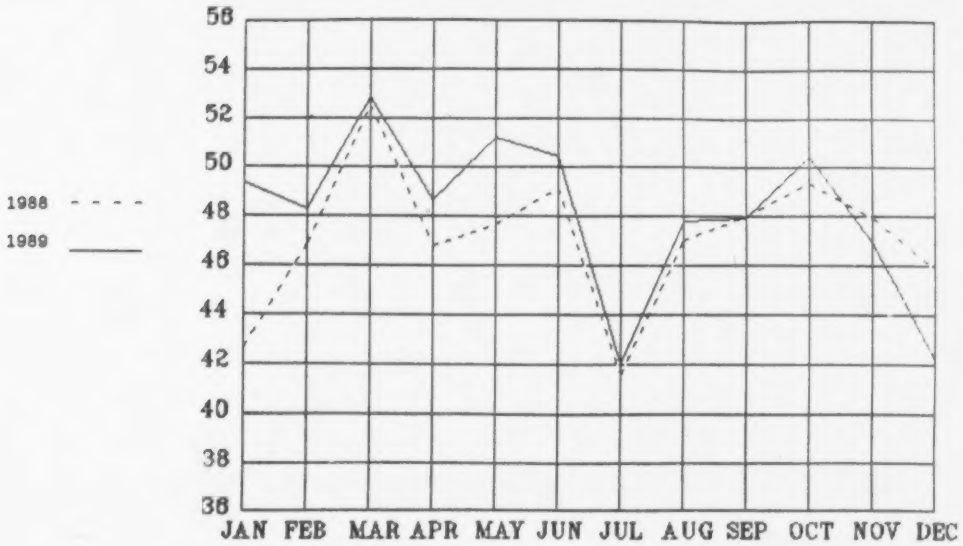
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1988	1989	%	1988	1989
Total	218	45846.8	42232.9	- 7.9	100.0	100.0
Dist. 1	16	2851.7	2779.9	- 2.5	6.2	6.6
Dist. 2	26	4599.0	3885.0	-15.5	10.0	9.2
Dist. 3	40	8780.4	7999.5	- 8.9	19.2	18.9
Dist. 4	24	6026.7	4877.6	-19.1	13.1	11.5
Dist. 5	18	2567.0	2374.0	- 7.5	5.6	5.6
Dist. 6	33	8367.0	8244.8	- 1.5	18.2	19.5
Dist. 7	27	5979.2	5938.8	- 0.7	13.0	14.1
Dist. 8	18	2572.6	2584.5	0.5	5.6	6.1
Dist. 9	16	4103.2	3548.7	-13.5	8.9	8.4
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1988	1989	%	1988	1989
Total	565281.7	578149.1	2.3	100.0	100.0
Dist. 1	37407.8	37520.0	0.3	6.6	6.5
Dist. 2	55235.5	55866.5	1.1	9.8	9.7
Dist. 3	97126.0	102730.4	5.8	17.2	17.8
Dist. 4	75255.8	74819.7	- 0.6	13.3	12.9
Dist. 5	32259.3	33264.6	3.1	5.7	5.8
Dist. 6	104448.2	108633.9	4.2	18.5	18.8
Dist. 7	72780.5	78839.2	8.3	12.9	13.6
Dist. 8	35177.8	33711.5	- 4.2	6.2	5.8
Dist. 9	55591.2	52563.5	- 5.4	9.8	9.1

MILLIONS

NATIONAL BILLINGS



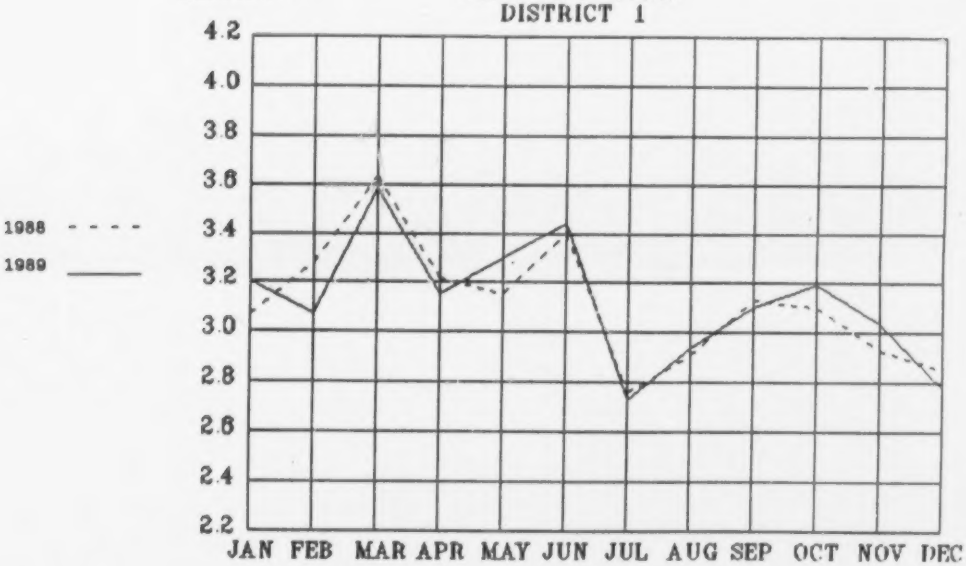
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.7	3.2	0.5	3.9	7.6	2.6	1.1	1.7	-0.1	2.2	-2.0	-7.9
% Change	Cumulative	15.7	9.1	6.0	5.5	5.9	5.3	4.8	4.4	3.9	3.7	3.2	2.3

MILLIONS

MASS.-R.I.-CONN. DISTRICT 1



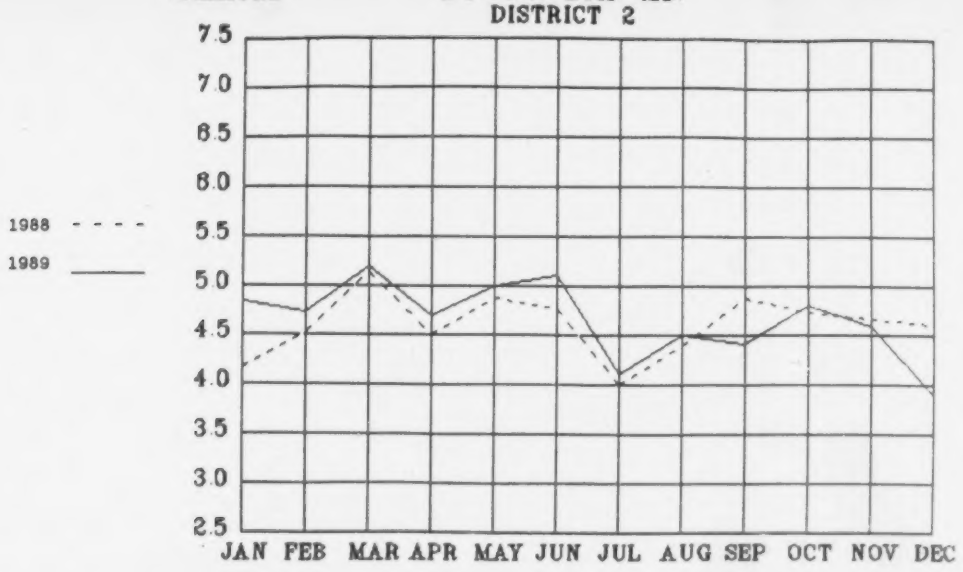
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	4.4	-6.3	-1.2	-2.2	4.8	1.3	-1.0	1.1	-0.9	2.9	3.7	-2.5
% Change	Cumulative	4.4	-1.1	-1.2	-1.4	-0.2	0.1	-0.1	0.1	0.0	0.2	0.5	0.3

MILLIONS

N.Y.-N.J.-E.PA.-MD.
DISTRICT 2



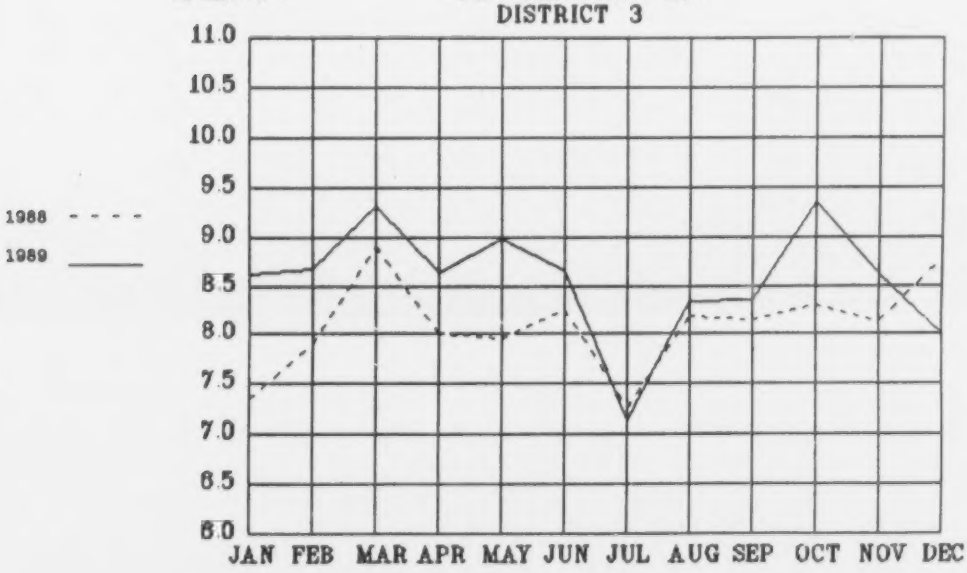
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.3	4.8	1.2	4.1	2.5	6.9	2.5	2.4	-9.4	1.6	-1.6	-15.5
% Change	Cumulative	16.3	10.3	6.9	6.2	5.4	5.7	5.3	4.9	3.3	3.1	2.7	1.1

MILLIONS

W.PA.-OHIO-IND.-KY.
DISTRICT 3



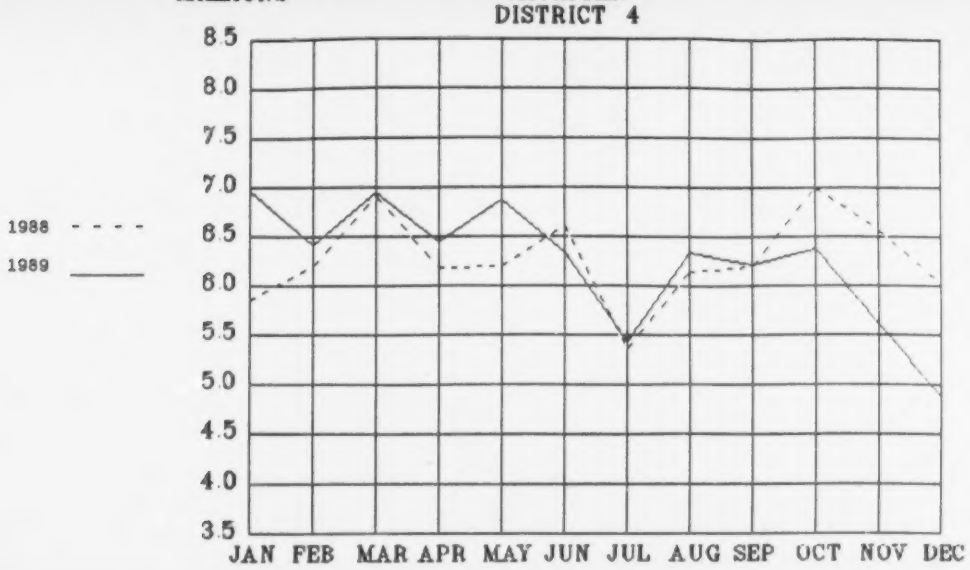
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	17.5	10.0	4.7	8.1	13.1	5.0	-1.9	2.0	2.5	12.9	6.1	-8.9
% Change	Cumulative	17.5	13.6	10.3	9.8	10.4	9.5	8.0	7.2	6.7	7.3	7.2	5.8

MILLIONS

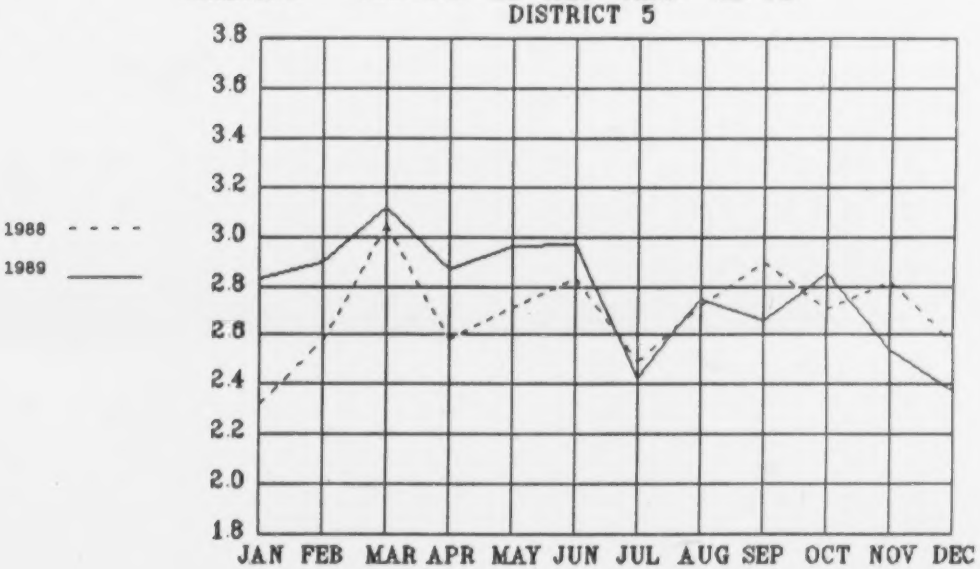
MICHIGAN
DISTRICT 4



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1	3.3	0.5	4.2	10.9	-4.3	1.2	3.0	0.4	-8.8	-14.6	-19.1
% Change	Cumulative	19.1	11.0	7.2	6.5	7.3	5.3	4.8	4.6	4.1	2.7	1.0	-0.6

MILLIONS

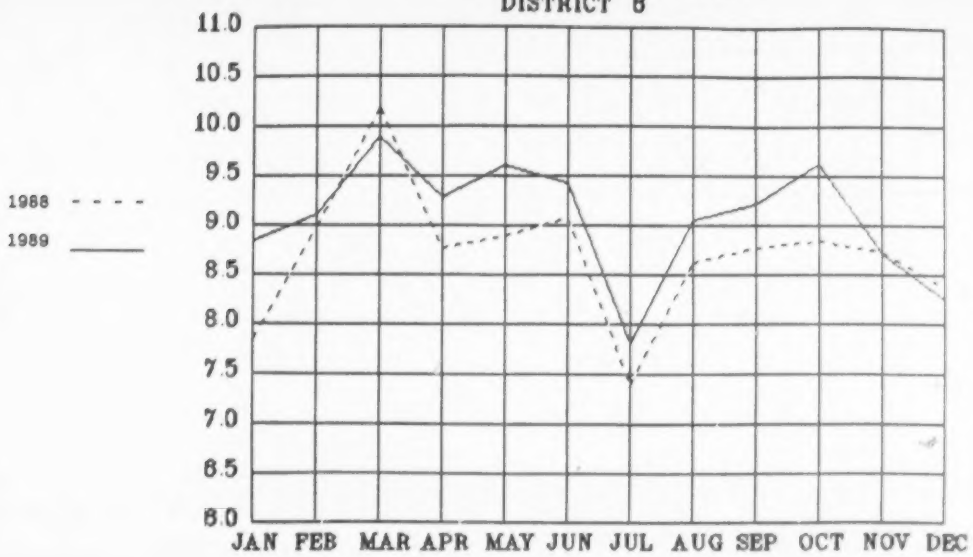
N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	22.6	12.8	2.3	11.4	9.2	4.9	-2.5	1.2	-8.4	5.8	-10.2	-7.5
% Change	Cumulative	22.6	17.4	11.6	11.6	11.1	10.0	8.3	7.4	5.5	5.5	4.0	3.1

MILLIONS

ILL.-WISC.-MINN.-MO.-IOWA
DISTRICT 6



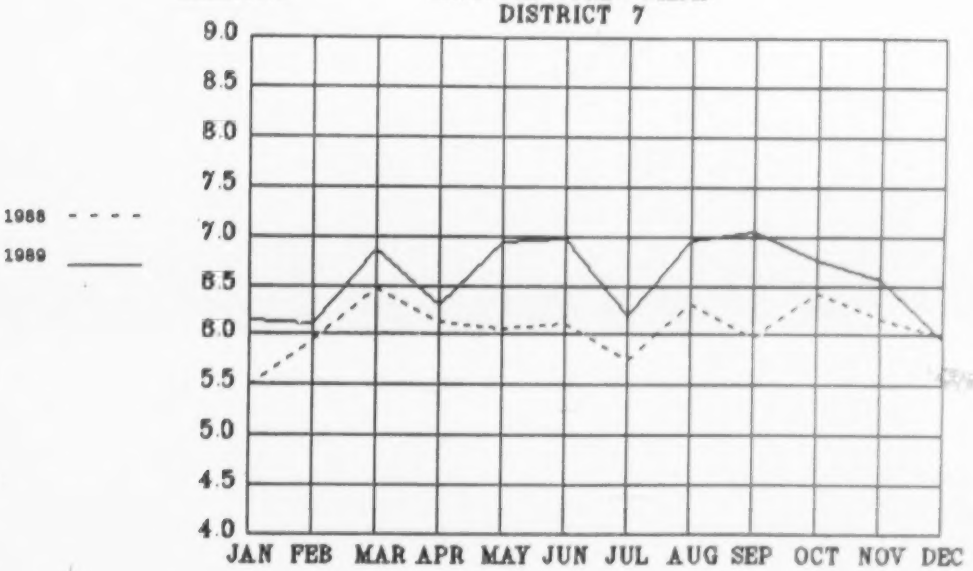
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.8	1.4	-2.8	6.1	8.0	3.9	5.5	5.1	5.1	9.0	-0.2	-1.5
% Change	Cumulative	12.8	6.7	3.1	3.9	4.7	4.6	4.7	4.7	4.8	5.2	4.7	4.2

MILLIONS

ARIZ.-CA.-ORE.-WASH.
DISTRICT 7



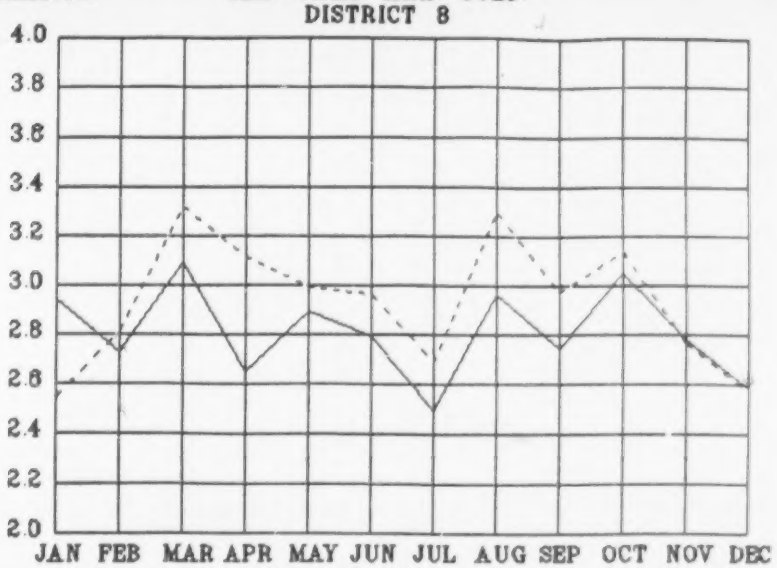
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.9	3.1	6.1	2.8	14.9	14.3	8.0	9.9	18.2	5.2	6.7	-0.7
% Change	Cumulative	11.9	7.3	6.9	5.8	7.7	8.8	8.7	8.8	9.9	9.4	9.1	8.3

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8



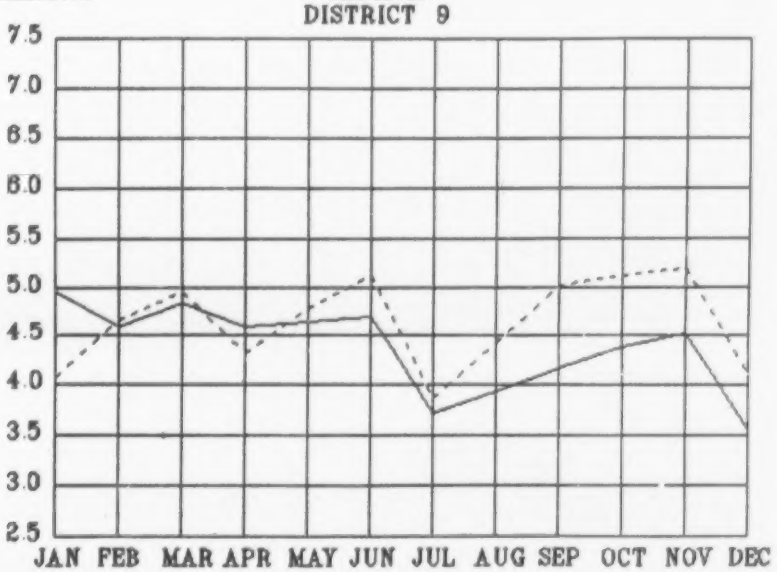
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	-3.1	-7.0	-14.9	-3.4	-5.7	-7.2	-10.1	-7.7	-2.8	0.8	0.5
% Change	Cumulative	15.8	5.9	0.9	- 3.2	-3.3	-3.7	-4.1	-5.0	-5.3	-5.0	-4.5	-4.2

MILLIONS

CANADA
DISTRICT 9



1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	22.3	-1.5	-2.7	6.3	-3.1	-8.1	-3.7	-10.7	-17.2	-14.4	-12.8	-13.5
% Change	Cumulative	22.3	9.6	5.1	5.4	3.8	1.5	0.8	-0.8	- 2.8	- 3.9	- 4.8	- 5.4

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FOR RELEASE: IMMEDIATELY

METAL TREATING INDUSTRY SALES FOR JANUARY 1990
OFF 3.8% FROM JANUARY 1989

January 1990 billings amounted to $47.3 million, down from January 1989 when billings totaled $49.2 million.

January's sales are 12.1% above those recorded by the industry in December, 1989.

For the month four districts outperformed their January 1989 sales total.

A summary of percentage change by geographic regions follows:

	District	Jan 90 vs. Jan 89	Total 1990 vs. 1989
1	New England (MA-RI-CT)	-10.5	-10.5
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 5.9	- 5.9
3	South Central (W.PA-OH-IN-KY)	- 9.5	- 9.5
4	Michigan	-15.4	-15.4
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	27.1	27.1
6	North Central (IL-WI-MN-MO-IA)	0.9	0.9
7	Pacific Coast (CA-AZ-ORE-WASH)	11.6	11.6
8	Southwest (TX-OK-AR-CO-LA-UT)	8.7	8.7
9	Canada	-24.2	-24.2

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

JANUARY, 1990

BILLINGS FOR MONTH

	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1989	1990	%	1989	1990
Total	218	49227.5	47347.6	- 3.8	100.0	100.0
Dist. 1	16	3203.2	2868.0	-10.5	6.5	6.1
Dist. 2	26	4842.9	4557.3	- 5.9	9.8	9.6
Dist. 3	40	8619.9	7803.8	- 9.5	17.5	16.5
Dist. 4	24	6846.8	5789.8	-15.4	13.9	12.2
Dist. 5	18	2833.1	3599.9	27.1	5.8	7.6
Dist. 6	33	8845.4	8924.3	0.9	18.0	18.8
Dist. 7	27	6138.9	6849.8	11.6	12.5	14.5
Dist. 8	18	2941.6	3197.2	8.7	6.0	6.8
Dist. 9	16	4955.8	3757.5	-24.2	10.1	7.9
Foreign	0					

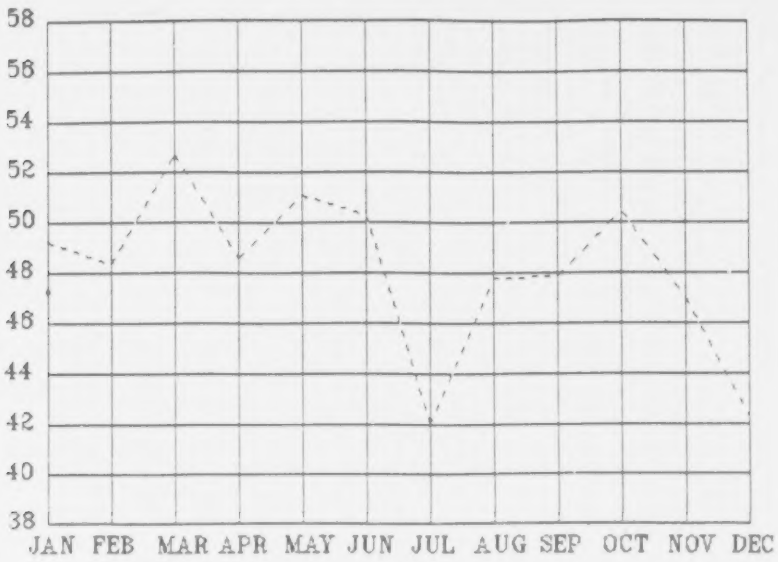
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1989	1990	%	1989	1990
Total	49227.5	47347.6	-3.8	100.0	100.0
Dist. 1	3203.2	2868.0	-10.5	6.5	6.1
Dist. 2	4842.9	4557.3	-5.9	9.8	9.6
Dist. 3	8619.9	7803.8	-9.5	17.5	16.5
Dist. 4	6846.8	5789.8	-15.4	13.9	12.2
Dist. 5	2833.1	3599.9	27.1	5.8	7.6
Dist. 6	8845.4	8924.3	0.9	18.0	18.8
Dist. 7	6138.9	6849.8	11.6	12.5	14.5
Dist. 8	2941.6	3197.2	8.7	6.0	6.8
Dist. 9	4955.8	3757.5	-24.2	10.1	7.9

NOTE: On the following graphs, the January, 1990 sales total is indicated by a small dot on the left-hand vertical axis.

MILLIONS

NATIONAL BILLINGS



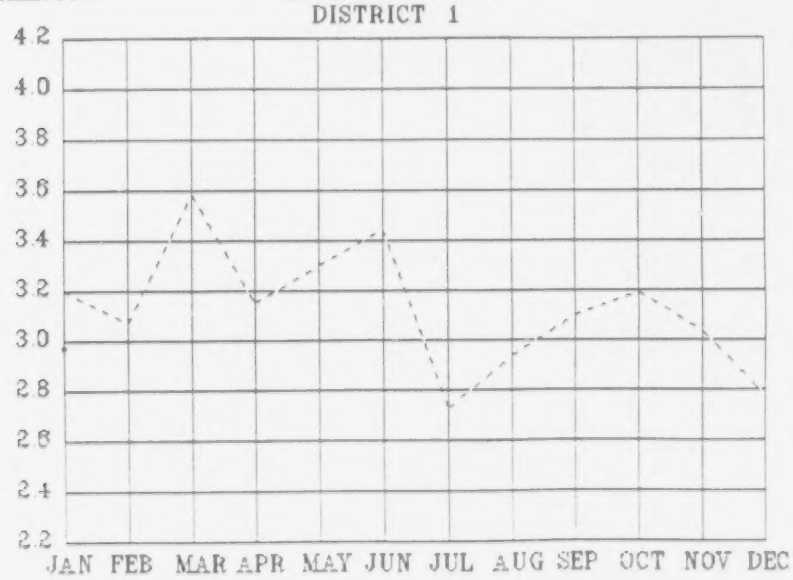
1989 - - - -

1990 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.8											
% Change	Cumulative	-3.8											

MILLIONS

MASS.-R.I.-CONN. DISTRICT 1



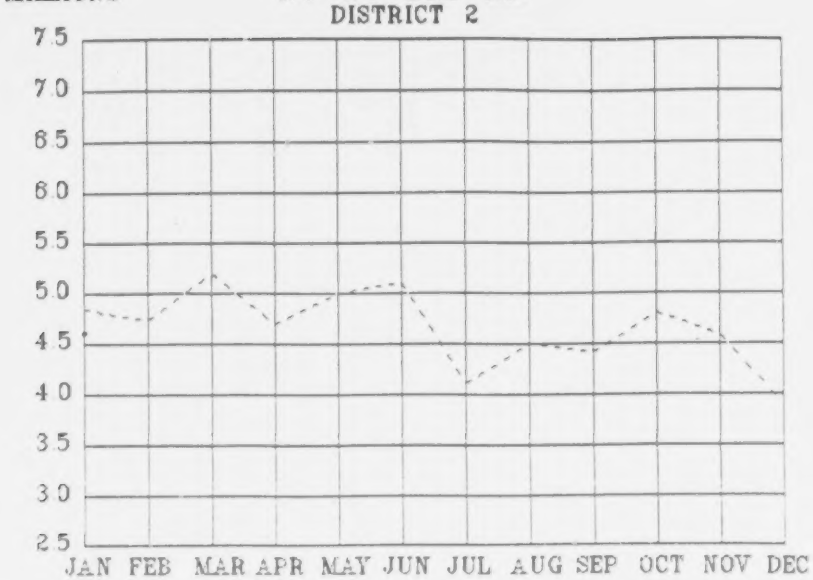
1989 - - - -

1990 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.5											
% Change	Cumulative	-10.5											

MILLIONS

N.Y.-N.J.-E.PA.-MD.
DISTRICT 2



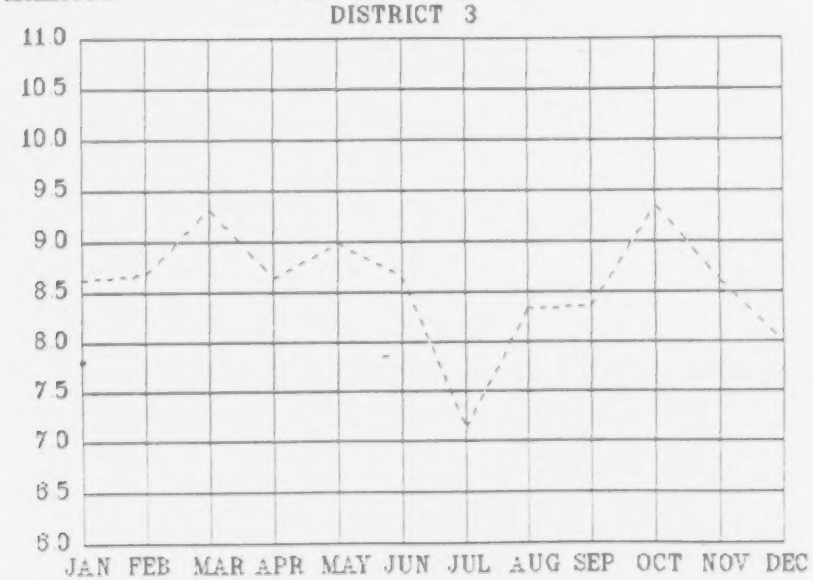
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.9											
% Change	Cumulative	-5.9											

MILLIONS

W.PA.-OHIO-IND.-KY.
DISTRICT 3



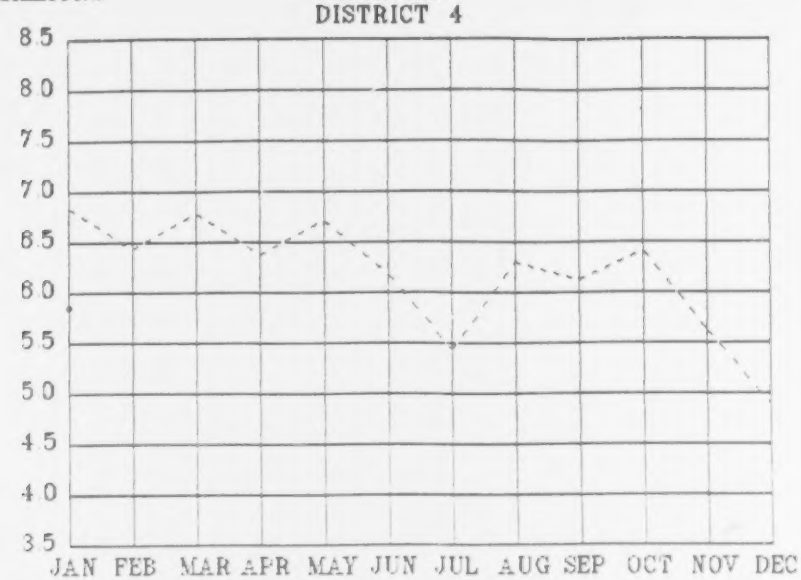
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-9.5											
% Change	Cumulative	-9.5											

MILLIONS

MICHIGAN
DISTRICT 4



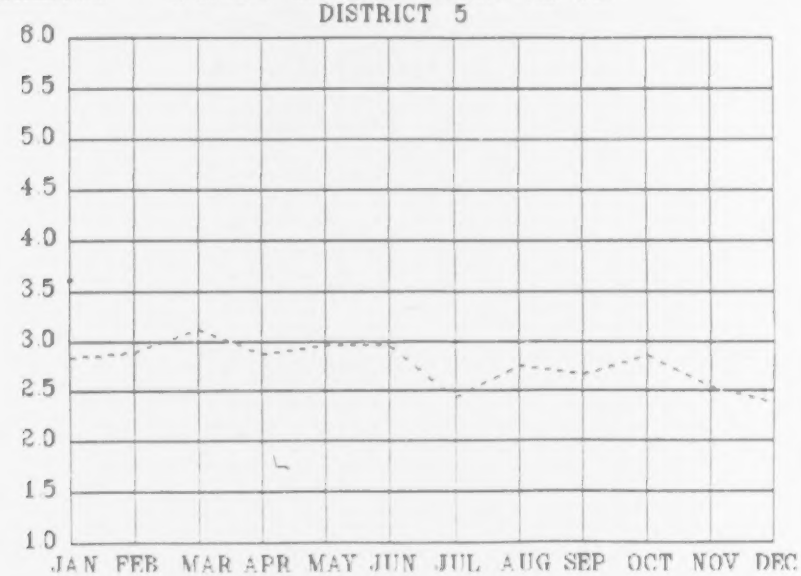
1989 - - - -

1990 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-15.4											
% Change	Cumulative	-15.4											

MILLIONS N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.

DISTRICT 5



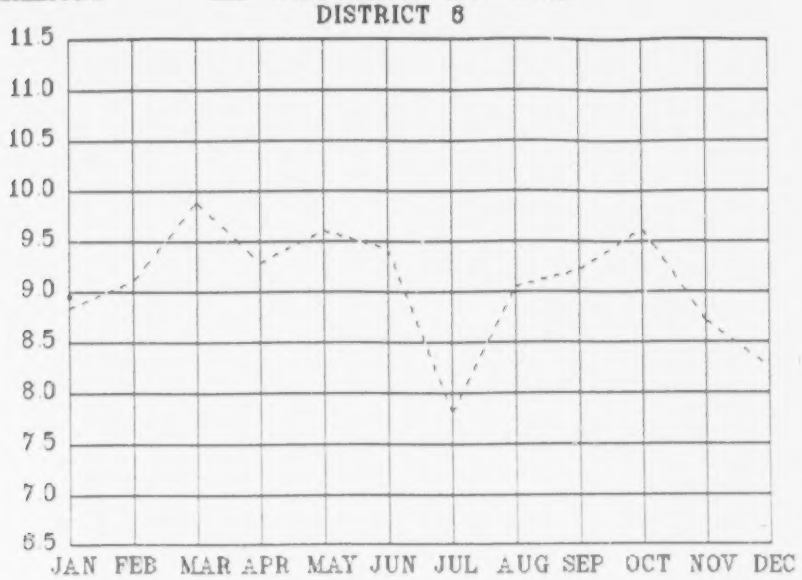
1989 - - - -

1990 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	27.1											
% Change	Cumulative	27.1											

MILLIONS

ILL.-WISC.-MINN.-MO.-IOWA
DISTRICT 8



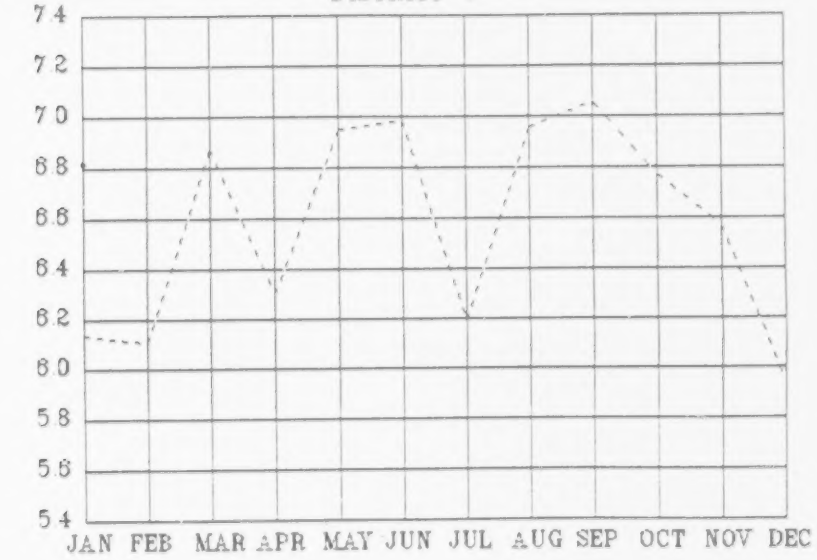
1989 - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.9											
% Change	Cumulative	0.9											

MILLIONS

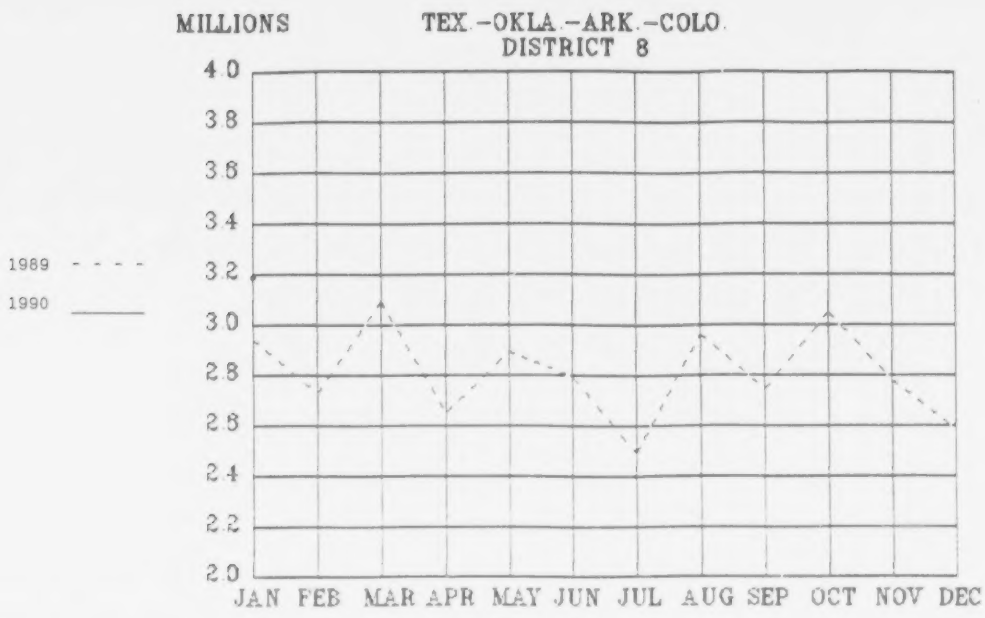
ARIZ.-CA.-ORE.-WASH.
DISTRICT 7



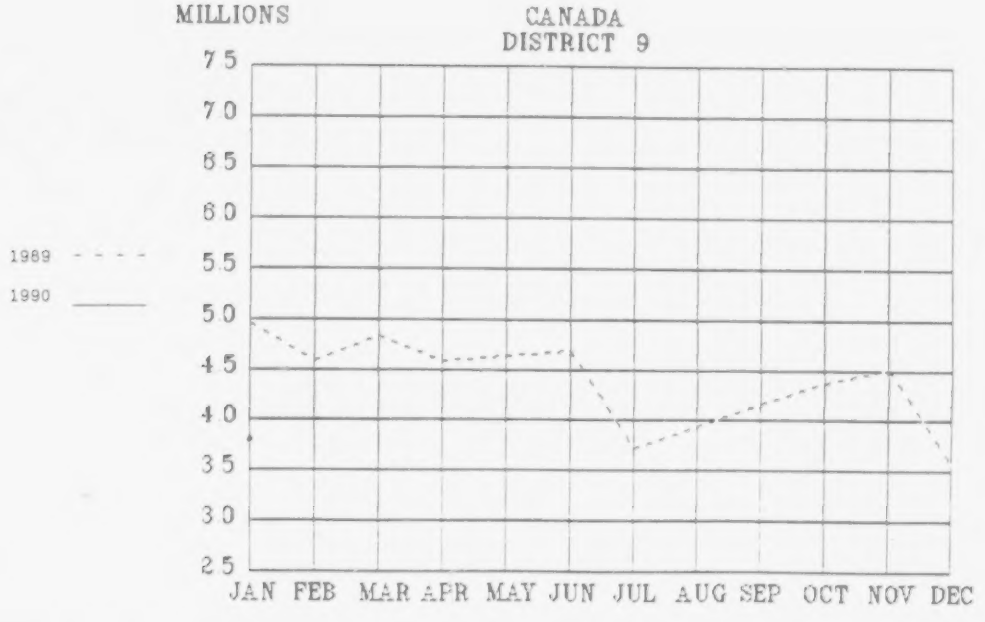
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.6											
% Change	Cumulative	11.6											



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.7											
% Change	Cumulative	8.7											



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-24.2											
% Change	Cumulative	-24.2											

A6376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE:

IMMEDIATELY

METAL TREATERS REPORT DECLINING SALES OFF 5.1% FROM FEBRUARY 1989

February 1990 sales reached $46.1 million, below that of February 1989 when sales totaled $48.5 million.

For the first two months of 1990, billings amount to $93.6 million, a 4.4% decline from 1989 when billings for this period reached $97.9 million.

For the month two districts are above their January 1989 sales total.

A summary of percentage change by geographic regions follows:

	District	Feb 90 vs. Feb 89	Total 1990 vs. 1989
1	New England (MA-RI-CT)	-19.9	-15.1
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 6.4	- 6.1
3	South Central (W.PA-OH-IN-KY)	- 0.4	1.0
4	Michigan	-17.6	-16.5
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	-10.4	- 9.6
6	North Central (IL-WI-MN-MO-IA)	- 2.2	- 0.7
7	Pacific Coast (CA-AZ-ORE-WASH)	8.3	9.9
8	Southwest (TX-OK-AR-CO-LA-UT)	15.2	11.8
9	Canada	-17.2	-20.8

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

FEBRUARY, 1990

BILLINGS FOR MONTH

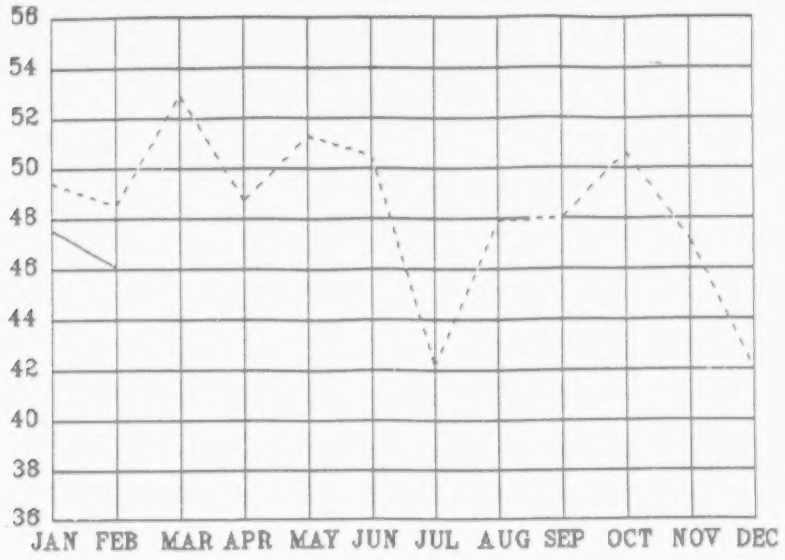
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1989	1990	%	1989	1990
Total	220	48525.0	46073.7	- 5.1	100.0	100.0
Dist. 1	16	3069.8	2459.5	-19.9	6.3	5.3
Dist. 2	27	4742.8	4439.0	- 6.4	9.8	9.6
Dist. 3	41	8862.1	8826.9	- 0.4	18.3	19.2
Dist. 4	24	6422.9	5294.5	-17.6	13.2	11.5
Dist. 5	18	2899.9	2598.4	-10.4	6.0	5.6
Dist. 6	33	9107.7	8908.0	- 2.2	18.8	19.3
Dist. 7	27	6104.0	6608.5	8.3	12.6	14.3
Dist. 8	18	2725.5	3140.0	15.2	5.6	6.8
Dist. 9	16	4590.4	3798.9	-17.2	9.5	8.2
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1989	1990	%	1989	1990
Total	97947.8	93633.2	-4.4	100.0	100.0
Dist. 1	6273.0	5327.4	-15.1	6.4	5.7
Dist. 2	9599.9	9010.6	-6.1	9.8	9.6
Dist. 3	17663.0	17842.6	1.0	18.0	19.1
Dist. 4	13269.6	11084.3	-16.5	13.5	11.8
Dist. 5	5733.0	5184.0	- 9.6	5.9	5.5
Dist. 6	17953.1	17832.2	- 0.7	18.3	19.0
Dist. 7	12242.9	13458.4	9.9	12.5	14.4
Dist. 8	5667.0	6337.2	11.8	5.8	6.8
Dist. 9	9546.1	7556.4	-20.8	9.7	8.1

MILLIONS

NATIONAL BILLINGS



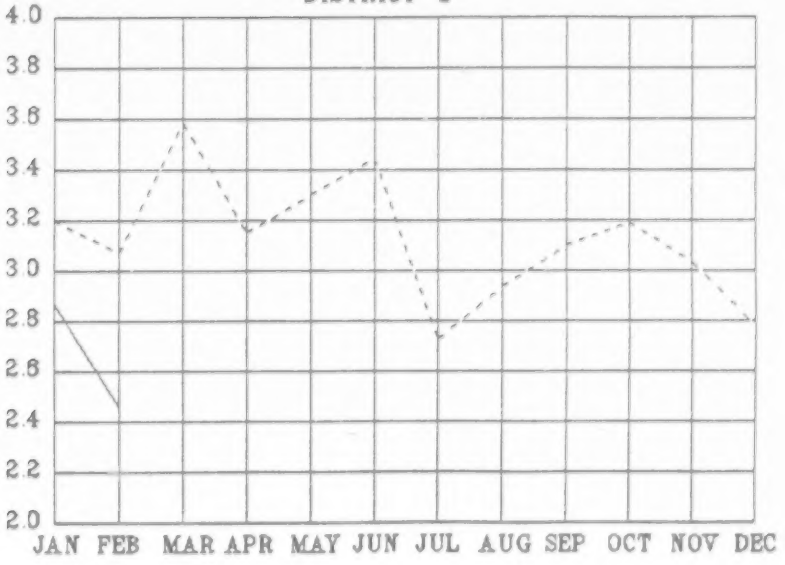
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.8	-5.1										
% Change	Cumulative	-3.8	-4.4										

MILLIONS

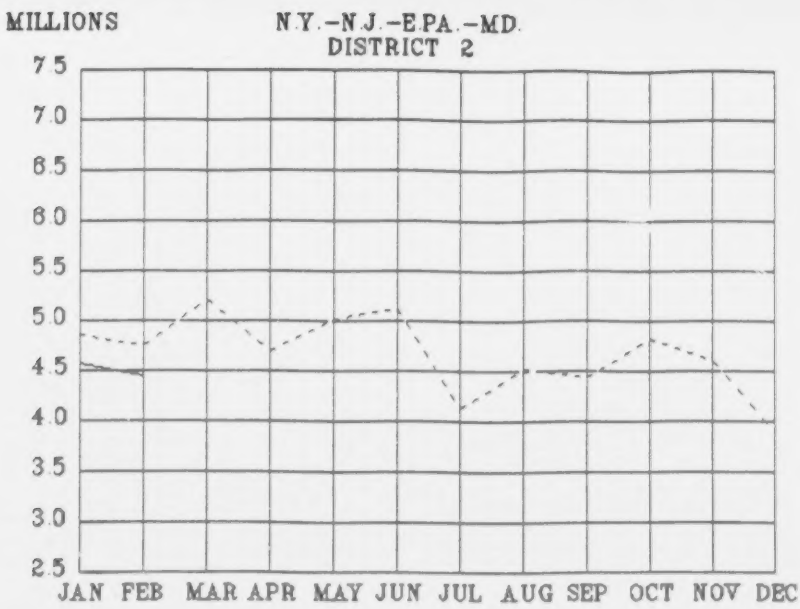
MASS.-R.I.-CONN.
DISTRICT 1



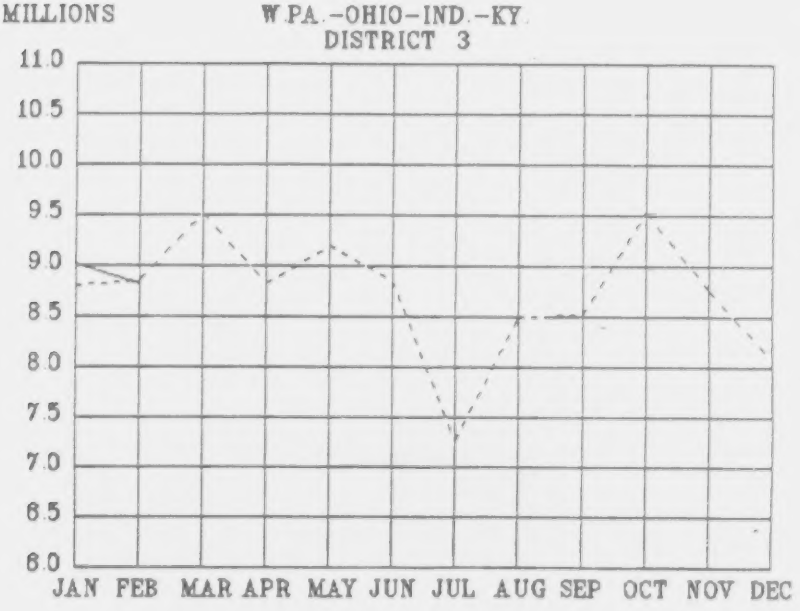
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.5	-19.9										
% Change	Cumulative	-10.5	-15.1										



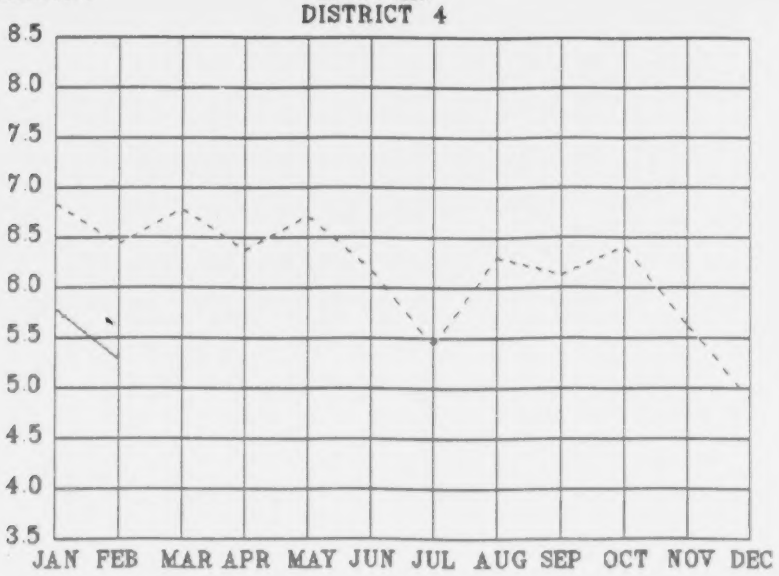
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.9	-6.4										
% Change	Cumulative	-5.9	-6.1										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.4	-0.4										
% Change	Cumulative	2.4	1.0										

MILLIONS

MICHIGAN
DISTRICT 4



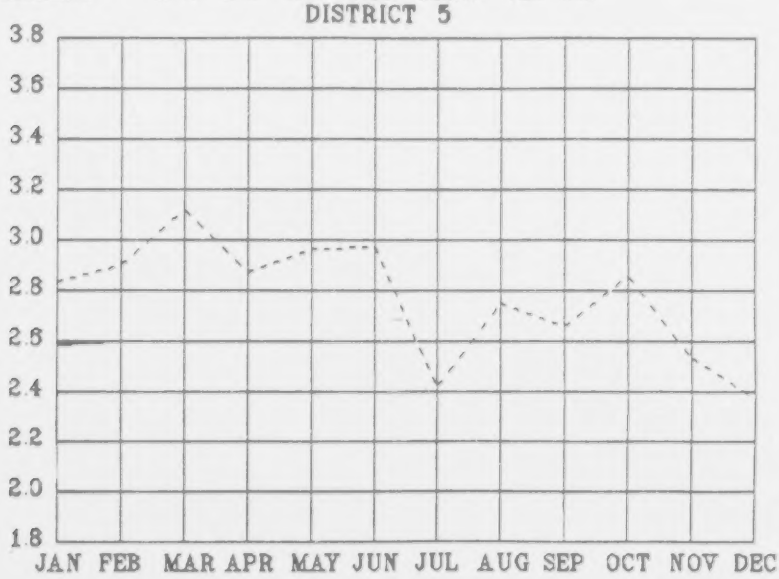
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-15.4	-17.6										
% Change	Cumulative	-15.4	-17.6										

MILLIONS

N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



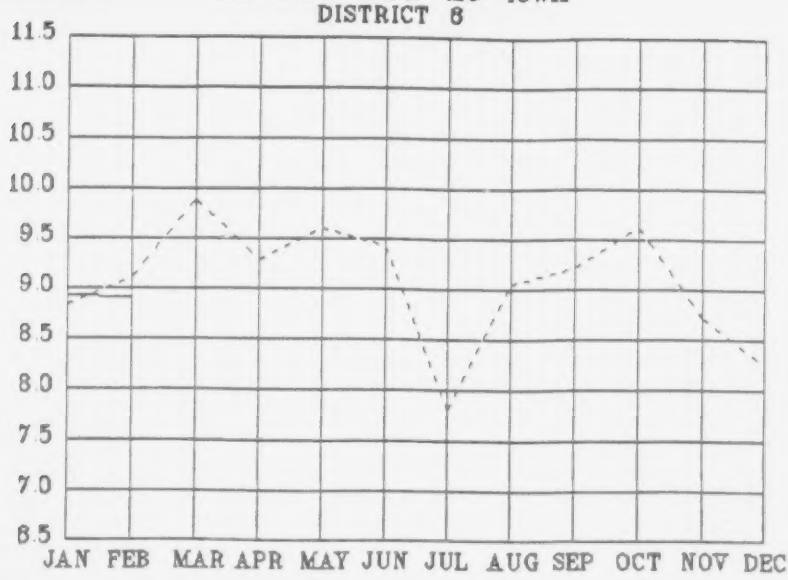
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-8.7	-10.4										
% Change	Cumulative	-8.7	- 9.6										

MILLIONS

ILL.-WISC.-MINN.-MO.-IOWA
DISTRICT 8



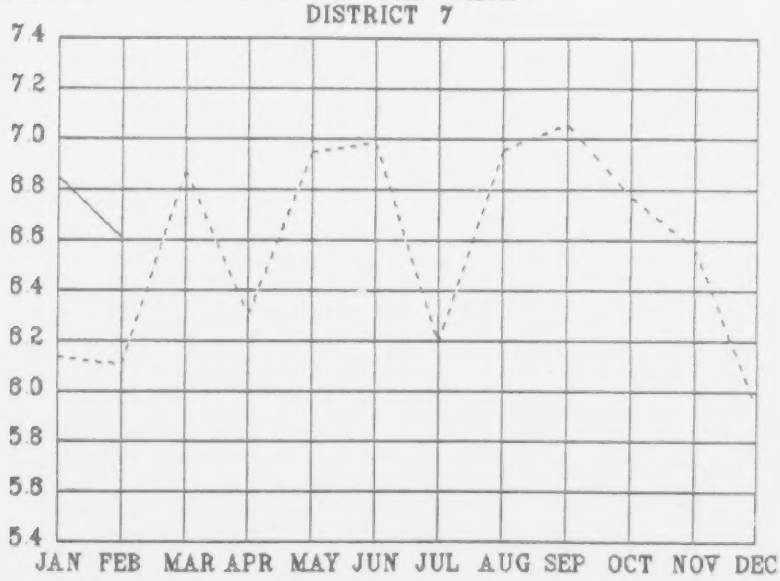
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.9	-2.2										
% Change	Cumulative	0.9	-0.7										

MILLIONS

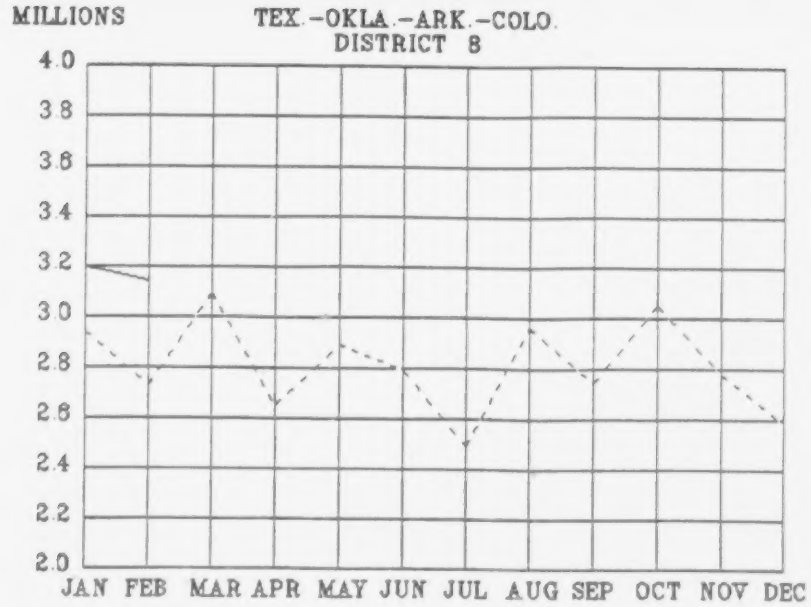
ARIZ.-CA.-ORE.-WASH.
DISTRICT 7



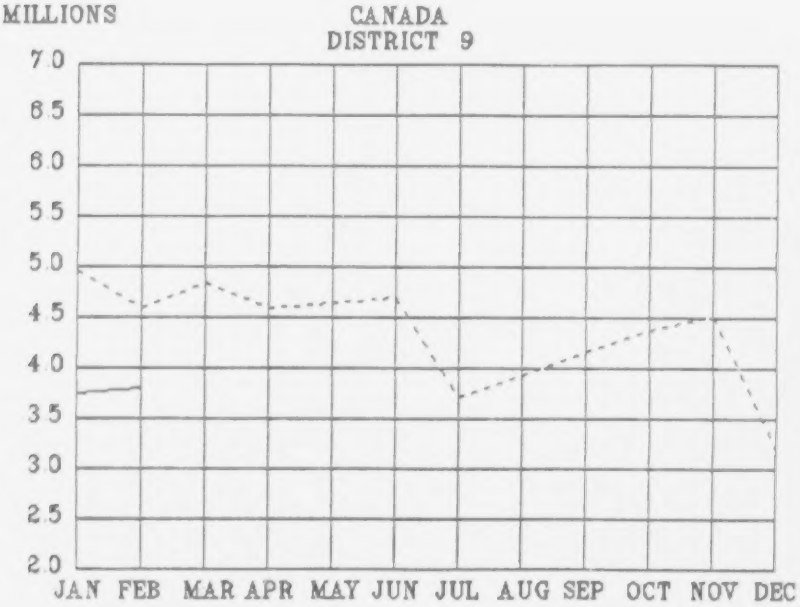
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.6	8.3										
% Change	Cumulative	11.6	9.9										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.7	15.2										
% Change	Cumulative	8.7	11.8										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-24.2	-17.2										
% Change	Cumulative	-24.2	-20.8										

AG376-1

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FOR RELEASE:

IMMEDIATELY

COMMERCIAL HEAT TREATERS REPORT
SALES DOWN 3.2% FOR FIRST QUARTER

For the first three months of 1990, billings amounted to $146.4 million. This compares to sales of $151.2 million for the same period in 1989.

March 1990 saw metal treaters reach $52.2 million in sales, just 1.6% off the March 1989 figure of $53.1 million.

In March two districts are above their March 1989 sales total. Three districts exceeded their 1989 first quarter performance.

A summary of percentage change by geographic regions follows:

	District	Mar 90 vs. Mar 89	Total 1990 vs. 1989
1	New England (MA-RI-CT)	-10.2	- 8.6
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 3.0	- 5.0
3	South Central (W.PA-OH-IN-KY)	- 1.6	0.2
4	Michigan	- 5.1	-12.2
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 9.4	- 9.5
6	North Central (IL-WI-MN-MO-IA)	- 0.3	- 0.5
7	Pacific Coast (CA-AZ-ORE-WASH)	9.7	8.9
8	Southwest (TX-OK-AR-CO-LA-UT)	12.6	12.1
9	Canada	-12.1	-18.1

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

MARCH, 1990

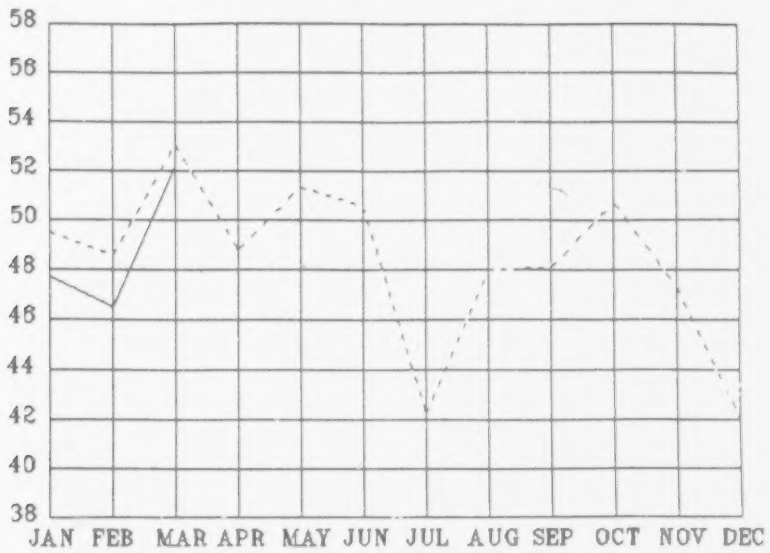
BILLINGS FOR MONTH

	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1989	1990	%	1989	1990
Total	220	53074.5	52205.3	- 1.6	100.0	100.0
Dist. 1	16	3588.9	3223.7	-10.2	6.8	6.2
Dist. 2	27	5217.7	5060.3	- 3.0	9.8	9.7
Dist. 3	41	9701.0	9549.5	- 1.6	18.3	18.3
Dist. 4	24	6738.2	6396.0	- 5.1	12.7	12.3
Dist. 5	18	3120.8	2826.9	- 9.4	5.9	5.4
Dist. 6	33	9900.7	9871.8	- 0.3	18.7	18.9
Dist. 7	27	6877.3	7544.4	9.7	13.0	14.5
Dist. 8	18	3089.8	3479.2	12.6	5.8	6.7
Dist. 9	16	4840.2	4253.5	-12.1	9.1	8.1
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1989	1990	%	1989	1990
Total	151187.2	146362.3	-3.2	100.0	100.0
Dist. 1	9861.9	9009.9	- 8.6	6.5	6.2
Dist. 2	14817.6	14070.9	-5.0	9.8	9.6
Dist. 3	27626.3	27682.0	0.2	18.3	18.9
Dist. 4	19910.3	17473.1	-12.2	13.2	11.9
Dist. 5	8853.8	8010.9	- 9.5	5.9	5.5
Dist. 6	27853.8	27704.1	- 0.5	18.4	18.9
Dist. 7	19120.2	20813.4	8.9	12.6	14.2
Dist. 8	8756.8	9816.4	12.1	5.8	6.7
Dist. 9	14386.4	11781.5	-18.1	9.5	8.0

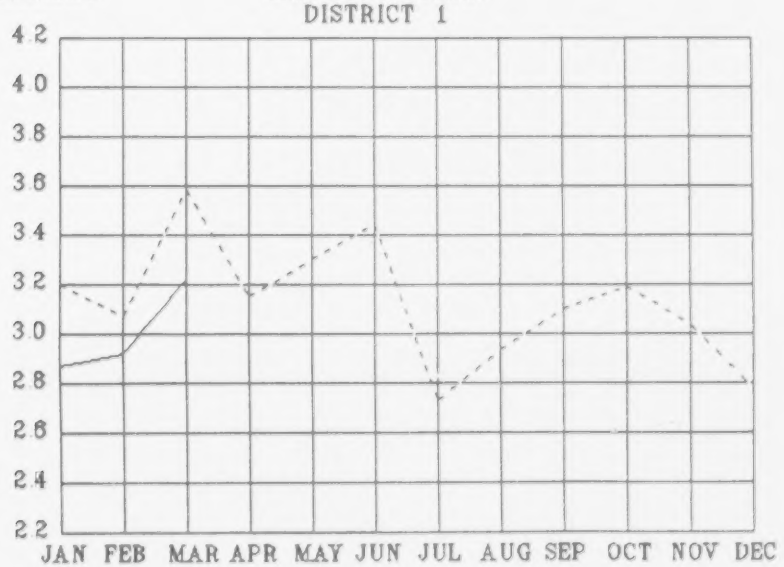
MILLIONS NATIONAL BILLINGS



1989 - - - -
1990 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.7	-4.4	-1.6									
% Change	Cumulative	-3.7	-4.0	-3.2									

MILLIONS MASS -R I -CONN.
DISTRICT 1

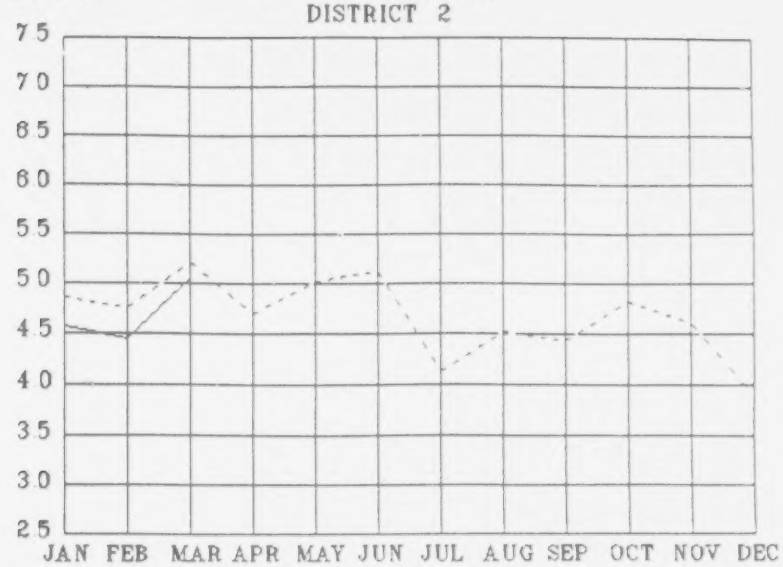


1989 - - - -
1990 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.5	-4.9	-10.2									
% Change	Cumulative	-10.5	-7.8	-8.6									

MILLIONS

NY -NJ -EPA -MD
DISTRICT 2



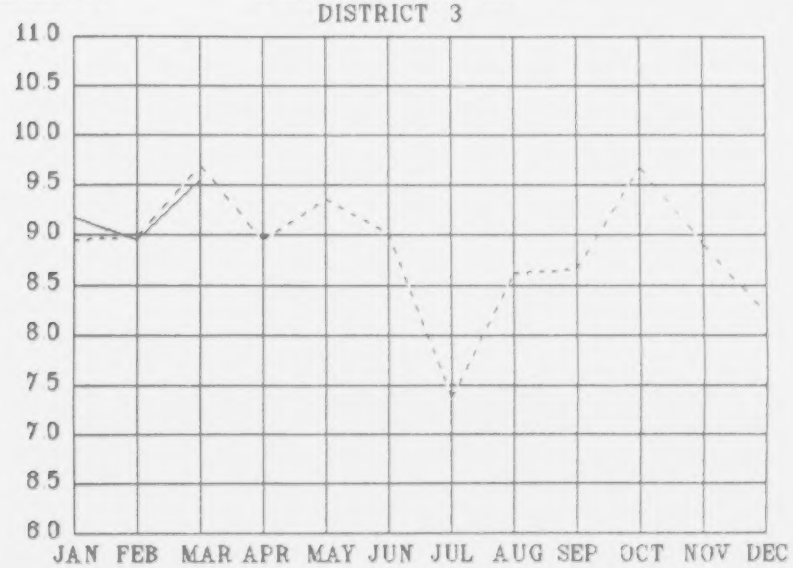
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.9	-6.4	-3.0									
% Change	Cumulative	-5.9	-6.1	-5.0									

MILLIONS

WPA -OHIO-IND -KY
DISTRICT 3



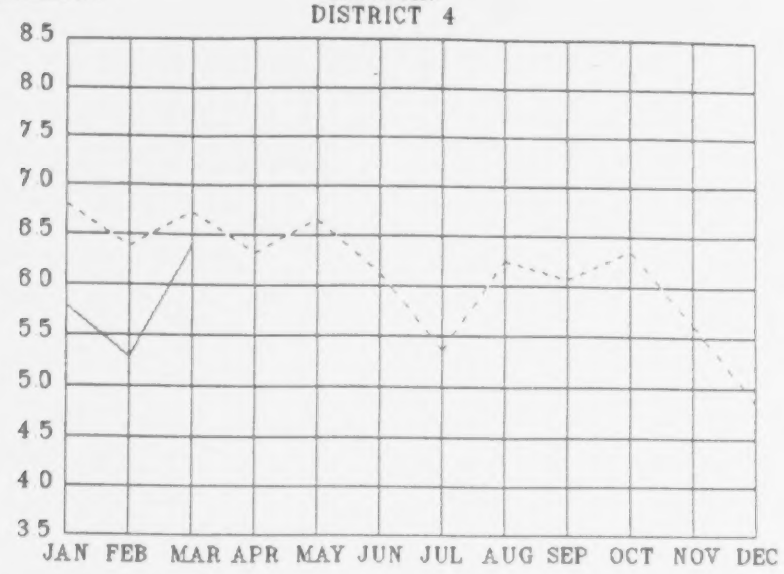
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.7	-0.4	-1.6									
% Change	Cumulative	2.4	1.2	0.2									

MILLIONS

MICHIGAN
DISTRICT 4



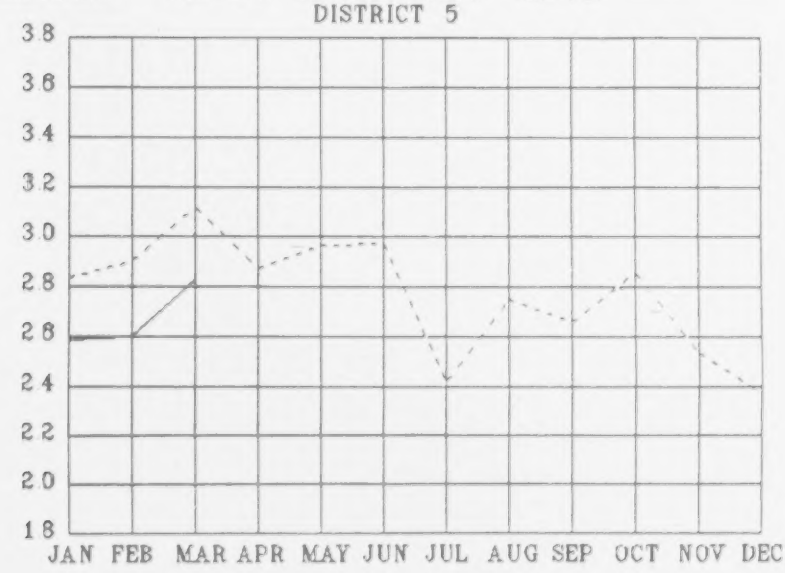
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-14.9	-17.0	-5.1									
% Change	Cumulative	-14.9	-15.9	-12.2									

MILLIONS N.C. -S.C. -GA. -ALA. -TENN. -VA. -FL.

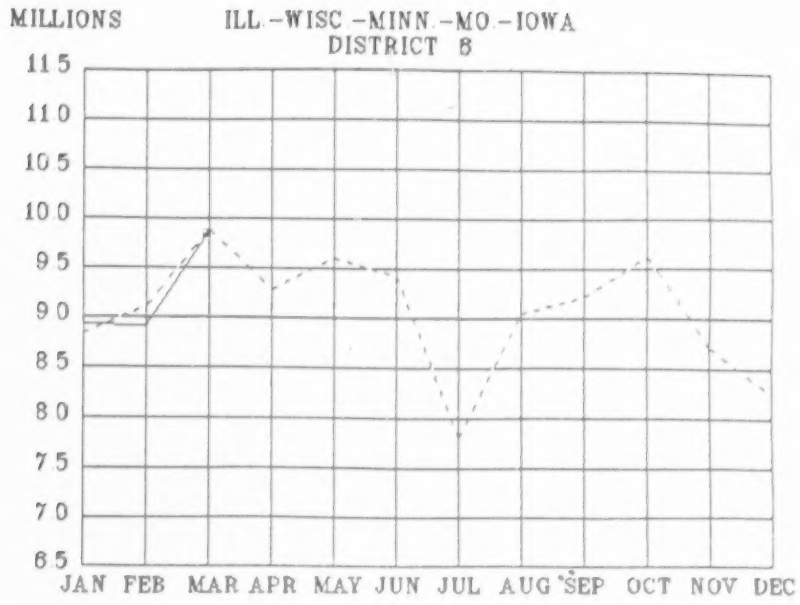
DISTRICT 5



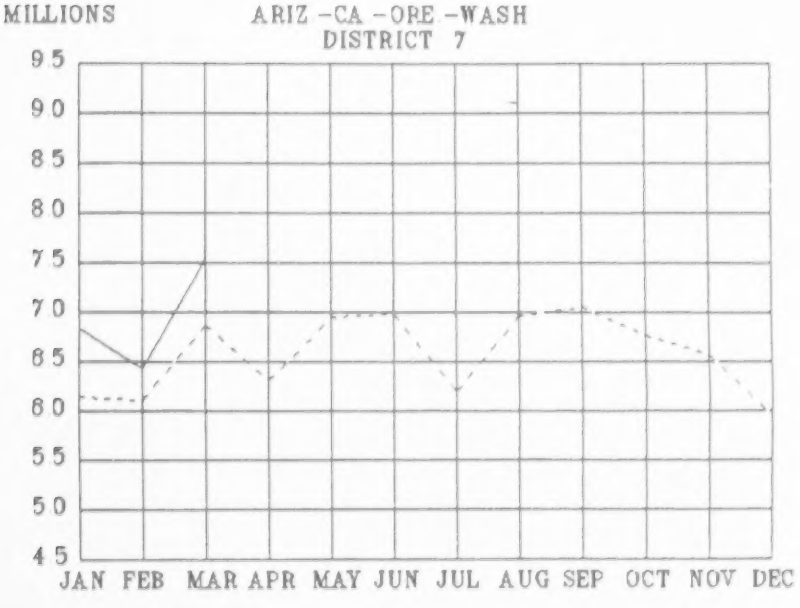
1989 - - - -

1990 ———

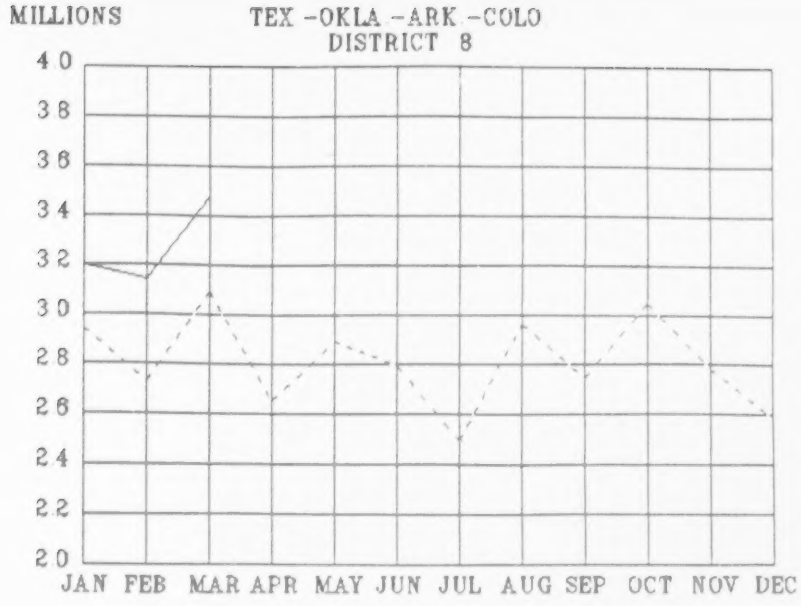
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-8.7	-10.4	-9.4									
% Change	Cumulative	-8.7	- 9.6	-9.5									



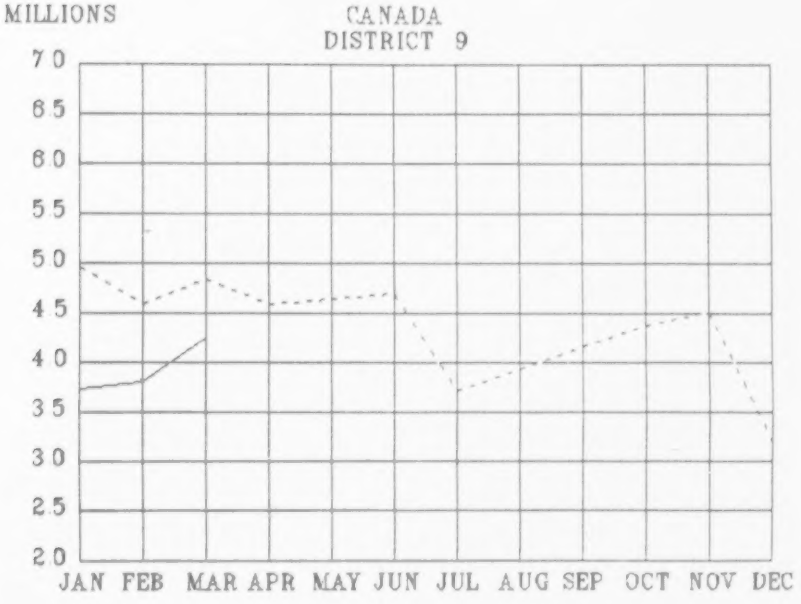
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.9	-2.2	-0.3									
% Change	Cumulative	0.9	-0.7	-0.5									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.4	5.4	9.7									
% Change	Cumulative	11.4	8.4	8.9									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.7	15.2	12.6									
% Change	Cumulative	8.7	11.8	12.1									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-24.8	-17.2	-12.1									
% Change	Cumulative	-24.8	-21.1	-18.1									

AC376-1

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FOR RELEASE:
IMMEDIATELY

METAL TREATERS POST 1.3% GAIN OVER APRIL 1989

April 1990 saw the Metal Treating Industry register $50.2 million in sales, up from the April 1989 total of $49.6 million.

For the year-to-date, the industry has reached $198.5 million in billings. This is 2.3% below the total of $203.1 million for the same period in 1989.

Four MTI districts both outpaced their April 1989 performance and their January-April 1989 sales.

A summary of percentage change by geographic regions follows:

	District	Apr 90 vs. Apr 89	Total 1990 vs. 1989
1	New England (MA-RI-CT)	- 6.0	- 8.0
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 4.2	- 4.8
3	South Central (W.PA-OH-IN-KY)	2.0	0.6
4	Michigan	- 3.6	-11.9
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	-13.1	- 9.8
6	North Central (IL-WI-MN-MO-IA)	3.0	0.5
7	Pacific Coast (CA-AZ-ORE-WASH)	18.8	11.8
8	Southwest (TX-OK-AR-CO-LA-UT)	19.2	13.7
9	Canada	-10.8	-16.3

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

APRIL, 1990

BILLINGS FOR MONTH

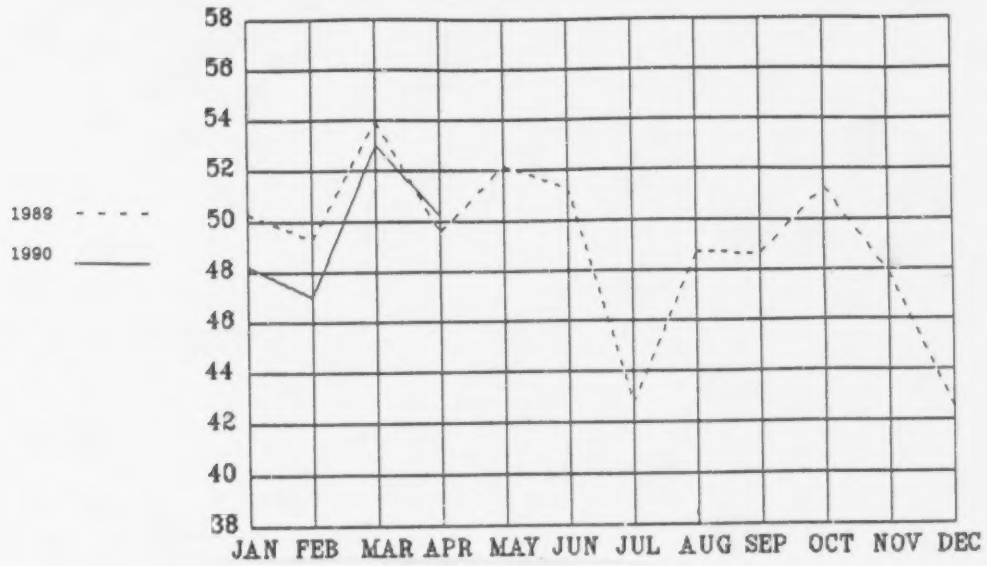
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1989	1990	%	1989	1990
Total	222	49563.9	50224.3	1.3	100.0	100.0
Dist. 1	16	3147.4	2960.0	- 6.0	6.4	5.9
Dist. 2	27	4704.2	4505.4	- 4.2	9.5	9.0
Dist. 3	42	9192.5	9373.5	2.0	18.5	18.7
Dist. 4	26	6935.5	6688.4	- 3.6	14.0	13.3
Dist. 5	17	2760.4	2399.0	-13.1	5.6	4.8
Dist. 6	33	9292.5	9572.8	3.0	18.7	19.1
Dist. 7	27	6298.7	7480.0	18.8	12.7	14.9
Dist. 8	18	2652.4	3160.6	19.2	5.4	6.3
Dist. 9	16	4580.4	4084.7	-10.8	9.2	8.1
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1989	1990	%	1989	1990
Total	203109.6	198463.4	- 2.3	100.0	100.0
Dist. 1	13009.3	11969.9	- 8.0	6.4	6.0
Dist. 2	19521.9	18576.3	- 4.8	9.6	9.4
Dist. 3	37660.1	37901.7	0.6	18.5	19.1
Dist. 4	28730.9	25299.4	-11.9	14.1	12.7
Dist. 5	11246.3	10138.9	- 9.8	5.5	5.1
Dist. 6	37146.2	37317.7	0.5	18.3	18.8
Dist. 7	25418.8	28416.3	11.8	12.5	14.3
Dist. 8	11409.2	12977.0	13.7	5.6	6.5
Dist. 9	18966.8	15866.2	-16.3	9.3	8.0

MILLIONS

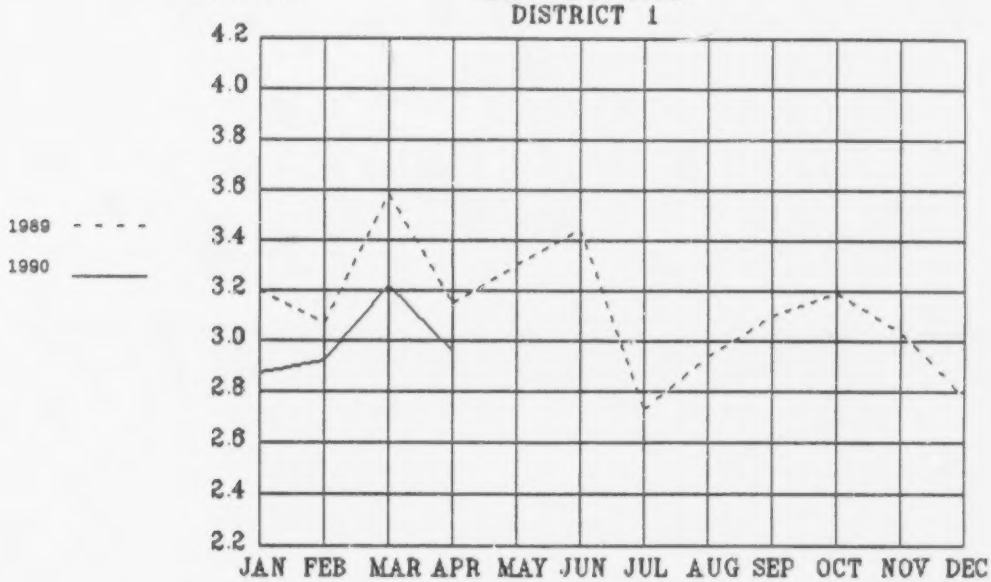
NATIONAL BILLINGS



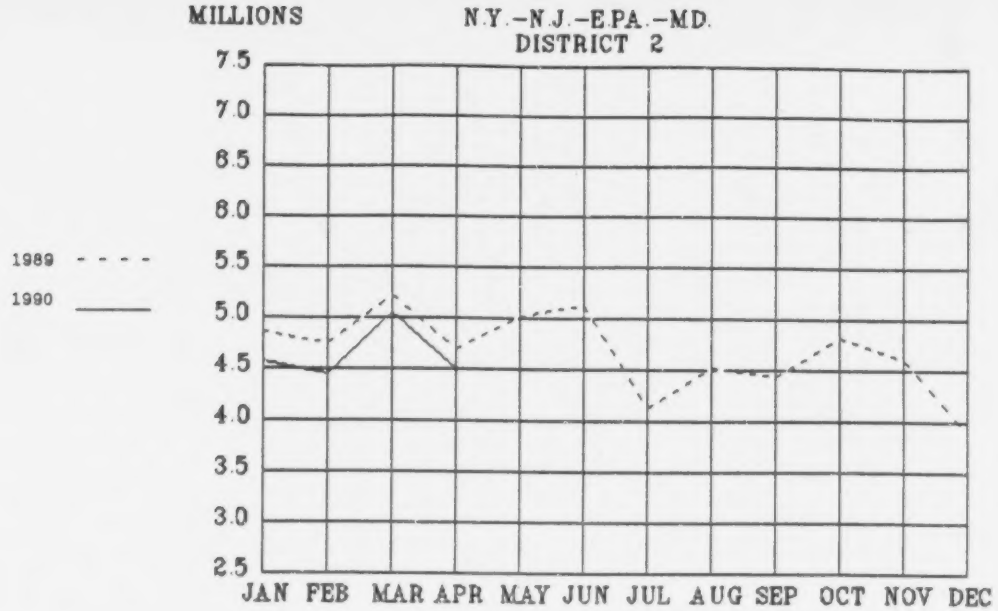
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-4.1	-4.7	-1.7	1.3								
% Change	Cumulative	-4.1	-4.4	-3.5	-2.3								

MILLIONS

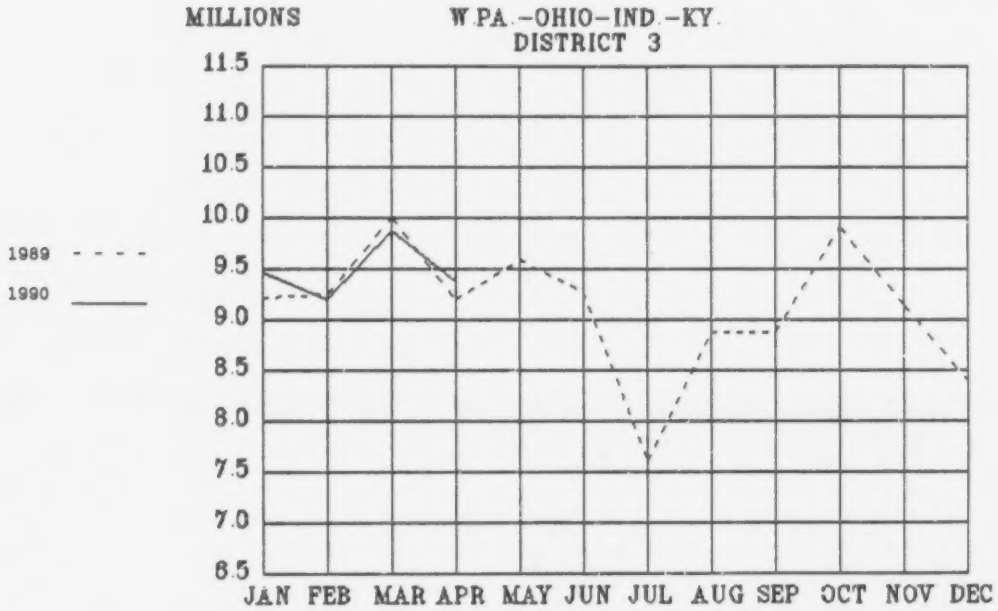
MASS.-R.I.-CONN. DISTRICT 1



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.5	-4.9	-10.2	-6.0								
% Change	Cumulative	-10.5	-7.8	-8.6	-8.0								



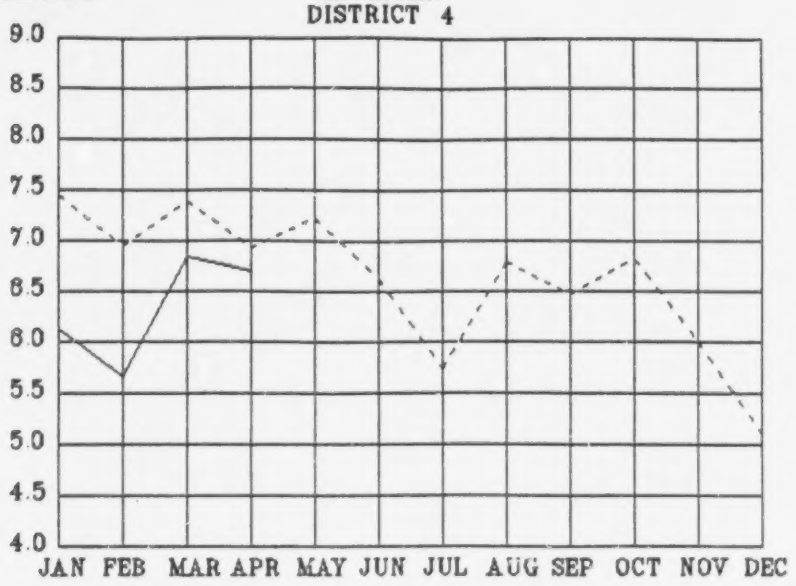
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.9	-6.4	-3.0	-4.2								
% Change	Cumulative	-5.9	-6.1	-5.0	-4.8								



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.7	-0.7	-1.2	2.0								
% Change	Cumulative	2.7	1.0	0.2	0.6								

MILLIONS

MICHIGAN
DISTRICT 4



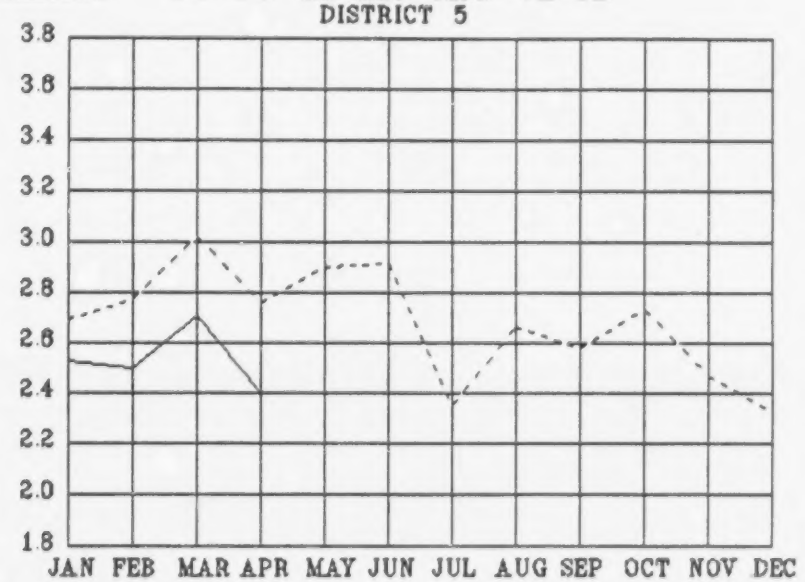
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.9	-18.5	-7.7	-3.6								
% Change	Cumulative	-17.9	-18.2	-14.6	-11.9								

MILLIONS

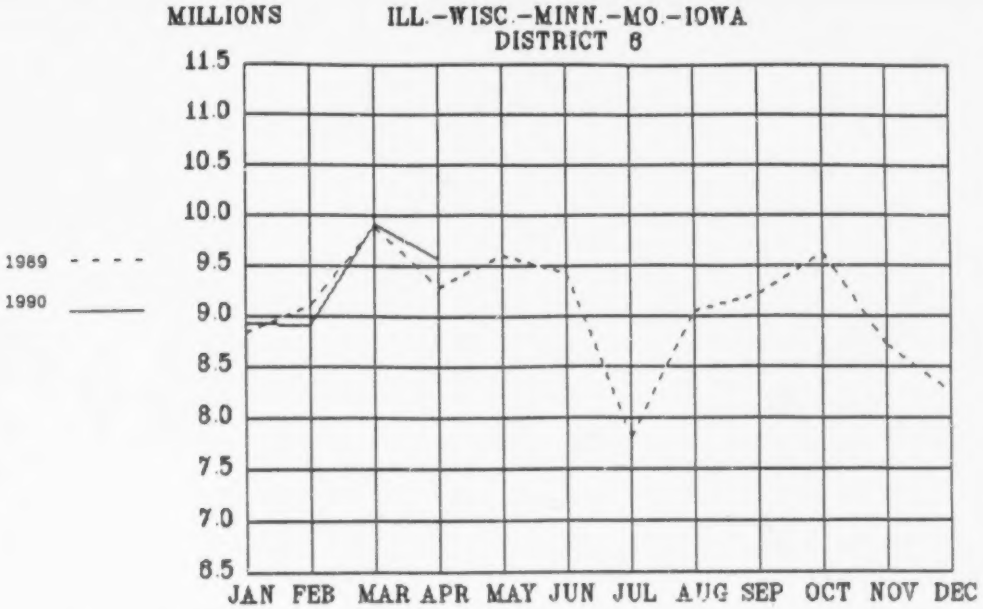
N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



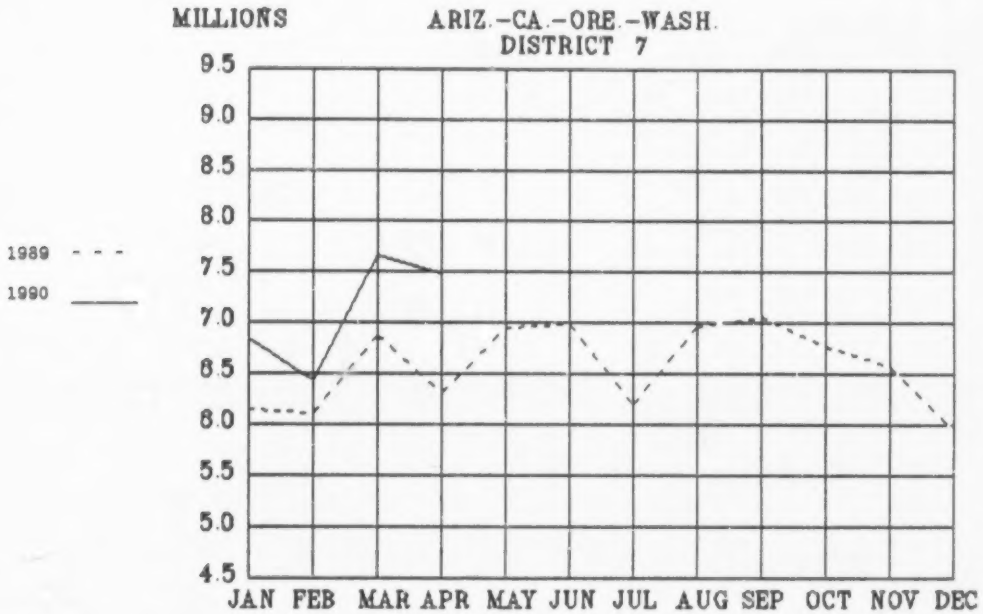
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.9	-10.0	-10.3	-13.1								
% Change	Cumulative	-5.9	- 8.0	- 8.8	- 9.8								



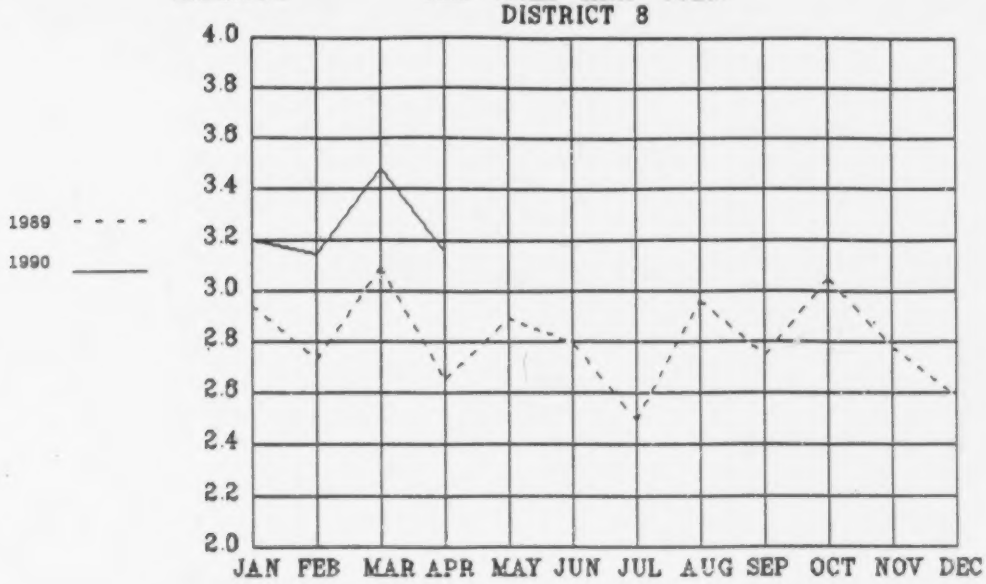
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.9	-2.2	0.1	3.0								
% Change	Cumulative	0.9	-0.7	-0.4	0.5								



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.4	5.4	11.5	18.8								
% Change	Cumulative	11.4	8.4	9.5	11.8								

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8



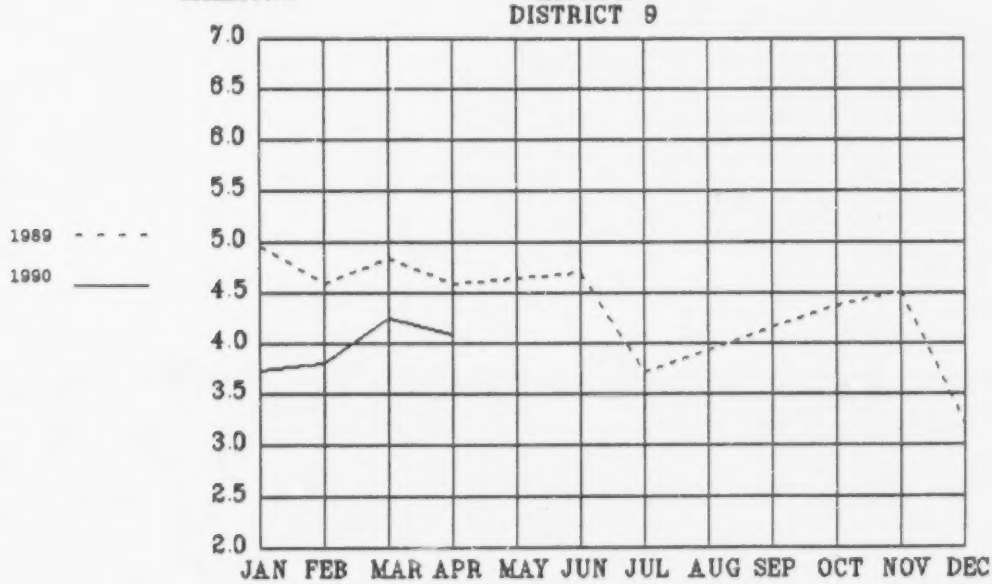
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.7	15.2	12.6	19.2								
% Change	Cumulative	8.7	11.8	12.1	13.7								

MILLIONS

CANADA
DISTRICT 9



1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-24.8	-17.2	-12.1	-10.8								
% Change	Cumulative	-24.8	-21.1	-18.1	-16.3								

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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

FOR RELEASE: IMMEDIATELY

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COMMERCIAL HEAT TREATERS IMPROVE SALES 0.7% OVER MAY 1989

May 1990 billings for the Metal Treating Industry reached $52.4 million, slightly above the May 1989 figure of $52.1 million. May 1990 sales also exceeded April 1990 by 4.4%.

For the year-to-date, Metal Treaters have posted $250.8 million in billings. This is 1.6% under 1989's total for this period of $254.8 million.

Five MTI districts outperformed May 1989 and four districts are above their January-May 1989 sales.

A summary of percentage change by geographic regions follows:

	District	May 90 vs. May 89	Total 1990 vs. 1989
1	New England (MA-RI-CT)	- 4.2	- 7.2
2	Middle Atlantic (NY-NJ-E.PA-MD)	2.0	- 3.2
3	South Central (W.PA-OH-IN-KY)	5.2	1.6
4	Michigan	- 2.9	-10.1
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	-13.1	-10.5
6	North Central (IL-WI-MN-MO-IA)	1.2	0.6
7	Pacific Coast (CA-AZ-ORE-WASH)	0.9	9.4
8	Southwest (TX-OK-AR-CO-LA-UT)	18.3	14.7
9	Canada	- 4.6	-13.6

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

MAY, 1990

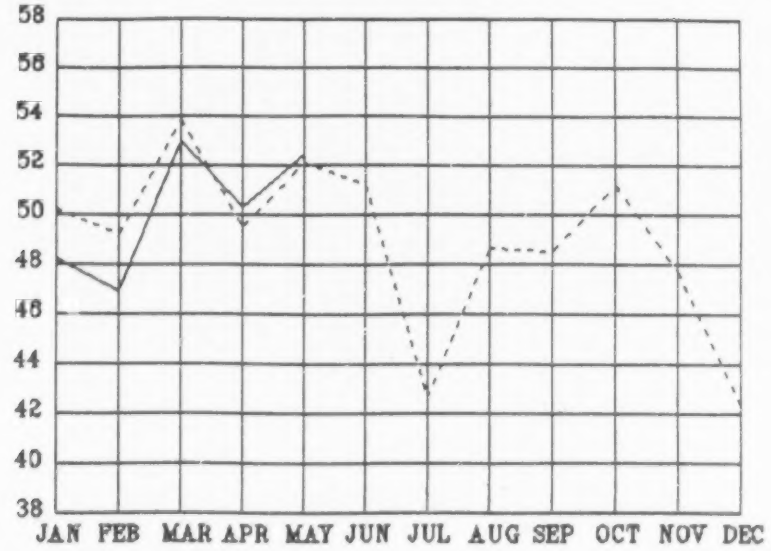
BILLINGS FOR MONTH

	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1989	1990	%	1989	1990
Total	221	52051.7	52421.5	0.7	100.0	100.0
Dist. 1	16	3299.3	3160.2	- 4.2	6.3	6.0
Dist. 2	27	5010.1	5112.7	2.0	9.6	9.8
Dist. 3	42	9597.5	10096.3	5.2	18.4	19.3
Dist. 4	26	7230.7	7024.2	- 2.9	13.9	13.4
Dist. 5	17	2900.9	2522.2	-13.1	5.6	4.8
Dist. 6	33	9612.0	9727.0	1.2	18.5	18.6
Dist. 7	27	6949.8	7009.9	0.9	13.4	13.4
Dist. 8	18	2890.8	3419.5	18.3	5.6	6.5
Dist. 9	15	4560.6	4349.4	- 4.6	8.8	8.3
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1989	1990	%	1989	1990
Total	254843.7	250785.3	- 1.6	100.0	100.0
Dist. 1	16308.6	15130.1	- 7.2	6.4	6.0
Dist. 2	24532.0	23743.0	- 3.2	9.6	9.5
Dist. 3	47257.6	47998.0	1.6	18.5	19.1
Dist. 4	35961.5	32323.6	-10.1	14.1	12.9
Dist. 5	14147.2	12661.0	-10.5	5.6	5.0
Dist. 6	46758.2	47044.7	0.6	18.3	18.8
Dist. 7	32368.6	35426.2	9.4	12.7	14.1
Dist. 8	14300.0	16396.5	14.7	5.6	6.5
Dist. 9	23209.8	20062.0	-13.6	9.1	8.0

MILLIONS NATIONAL BILLINGS

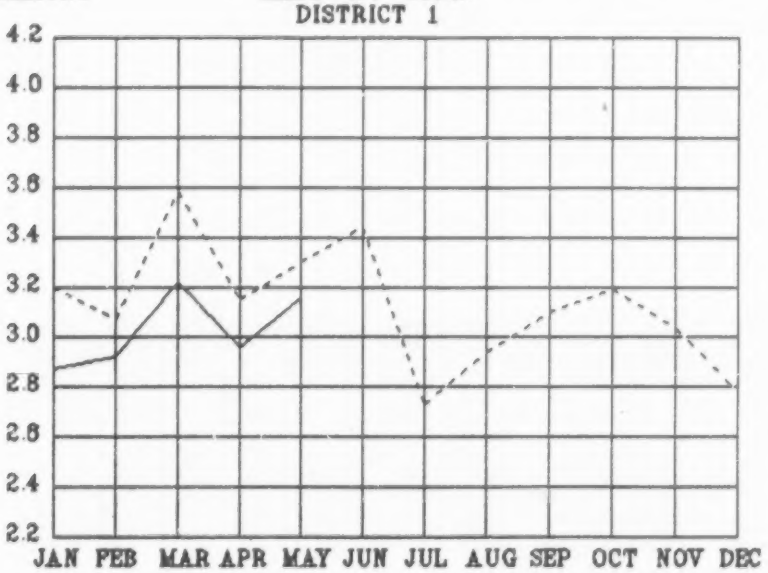


1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-4.1	-4.7	-1.6	1.6	0.7							
% Change	Cumulative	-4.1	-4.4	-3.4	-2.2	-1.6							

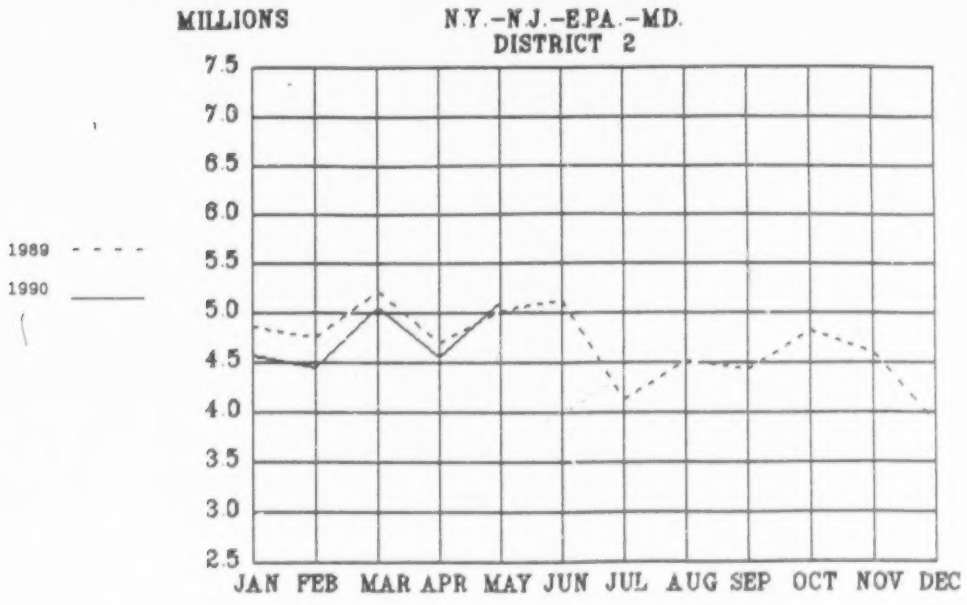
MILLIONS MASS.-R.I.-CONN.
DISTRICT 1



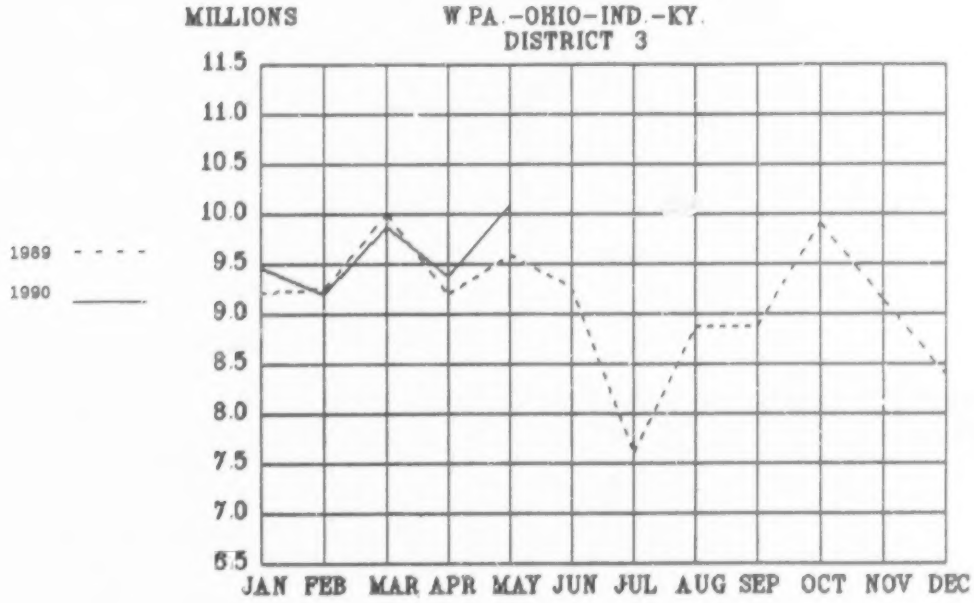
1989 - - - -

1990 ———

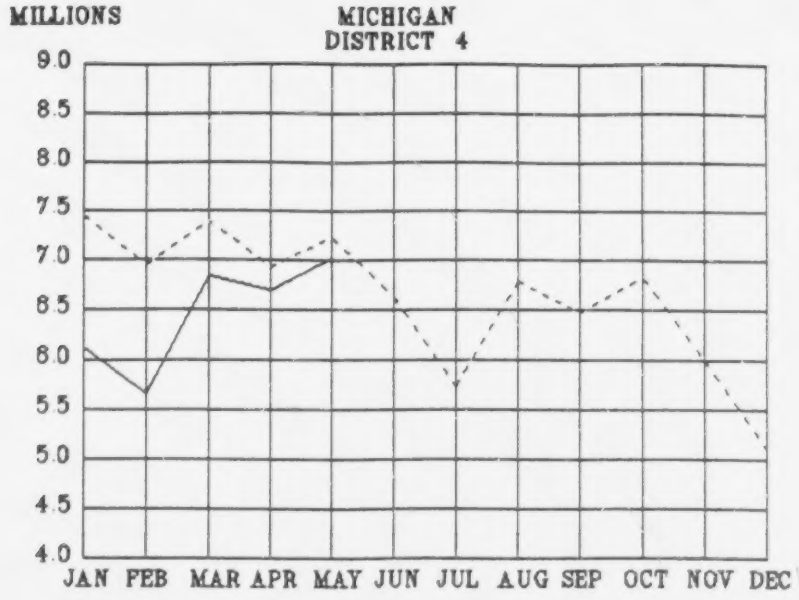
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.5	-4.9	-10.2	-6.0	-4.2							
% Change	Cumulative	-10.5	-7.8	-8.8	-8.0	-7.2							



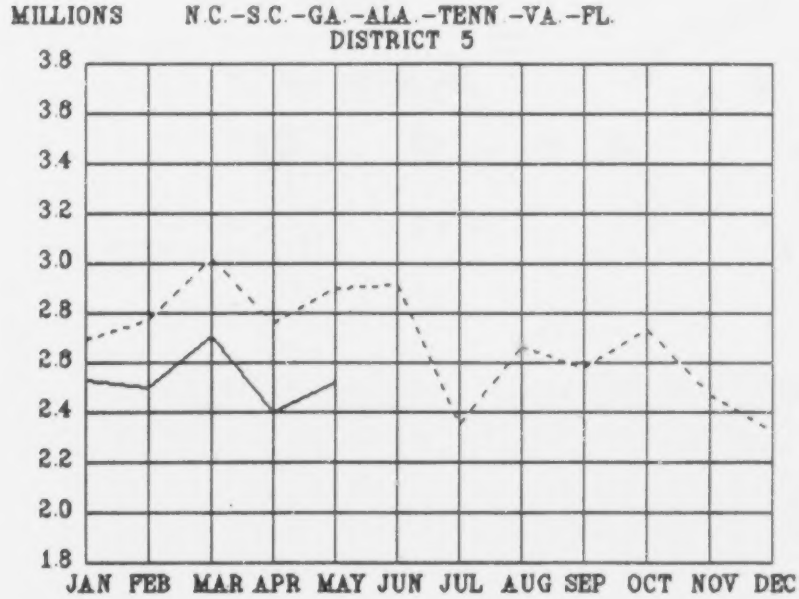
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.9	-6.4	-3.0	-3.1	2.0							
% Change	Cumulative	-5.9	-6.1	-5.0	-4.6	-3.2							



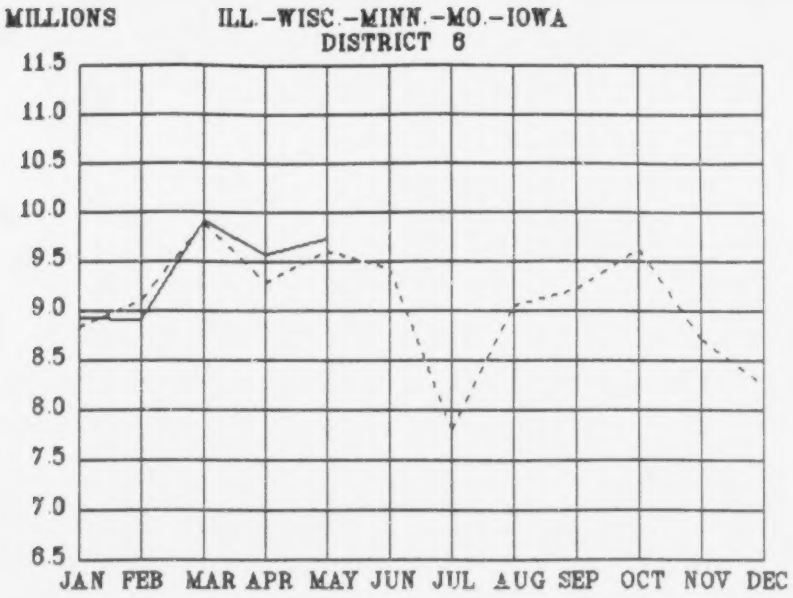
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.7	-0.7	-1.2	2.0	5.2							
% Change	Cumulative	2.7	1.0	0.2	0.6	1.6							



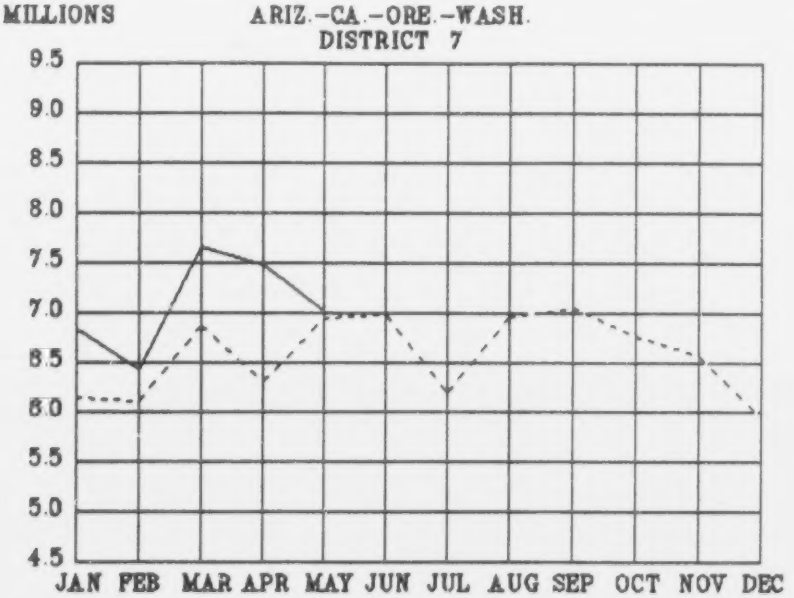
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.9	-18.5	-7.7	-3.6	- 2.9							
% Change	Cumulative	-17.9	-18.2	-14.6	-11.9	-10.1							



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.9	-10.0	-10.3	-13.1	-13.1							
% Change	Cumulative	-5.9	- 8.0	- 8.8	9.8	-10.5							



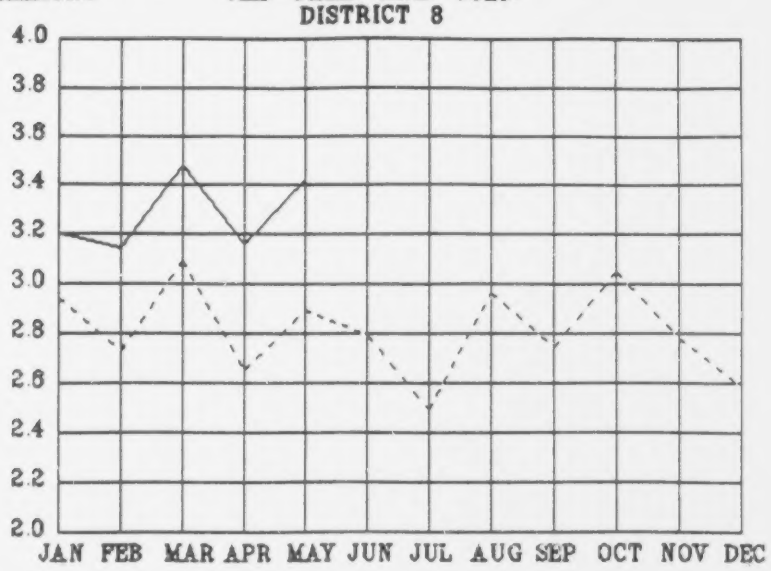
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.9	-2.2	0.1	3.0	1.2							
% Change	Cumulative	0.9	-0.7	-0.4	0.5	0.6							



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.4	5.4	11.5	18.8	0.9							
% Change	Cumulative	11.4	8.4	9.5	11.8	9.4							

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8



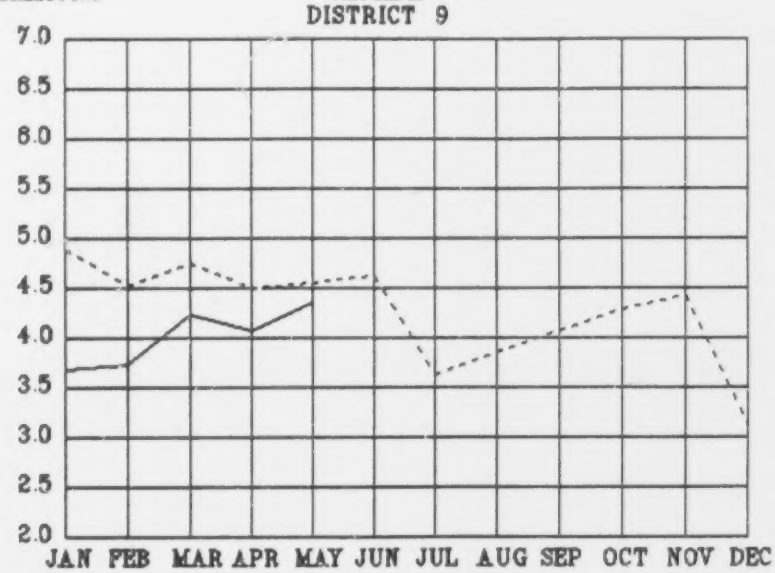
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.7	15.2	12.6	19.2	18.3							
% Change	Cumulative	8.7	11.8	12.1	13.7	14.7							

MILLIONS

CANADA
DISTRICT 9



1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-24.7	-17.3	-11.0	- 9.5	- 4.6							
% Change	Cumulative	-24.7	-21.1	-17.7	-15.7	-13.6							

AG376-1

MASTER CRAFTSMEN
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news release

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FOR RELEASE: IMMEDIATELY

FIRST HALF OF 1990 SHOWS SALES FOR METAL TREATING INDUSTRY DOWN 1.4% FROM 1989

June 1990 billings totaled $51.2 million, up just 0.2% from June 1989 when billings amounted to $51.1 million.

For the first half of 1990, sales reached $301.6 million, off 1.4% from the same period in 1989 with sales of $305.8 million.

Three MTI districts topped their June 1989 performance and four districts reported greater sales for the first half of 1990 compared to the same period in 1989.

A summary of percentage change by geographic regions follows:

	District	Jun 90 vs. Jun 89	Total 1990 vs. 1989
1	New England (MA-RI-CT)	- 8.7	- 7.5
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 6.0	- 3.6
3	South Central (W.PA-OH-IN-KY)	6.1	1.9
4	Michigan	4.3	- 7.9
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 8.7	- 9.1
6	North Central (IL-WI-MN-MO-IA)	- 1.3	0.3
7	Pacific Coast (CA-AZ-ORE-WASH)	- 1.7	7.3
8	Southwest (TX-OK-AR-CO-LA-UT)	21.1	15.7
9	Canada	- 4.9	-12.1

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

JUNE, 1990

BILLINGS FOR MONTH

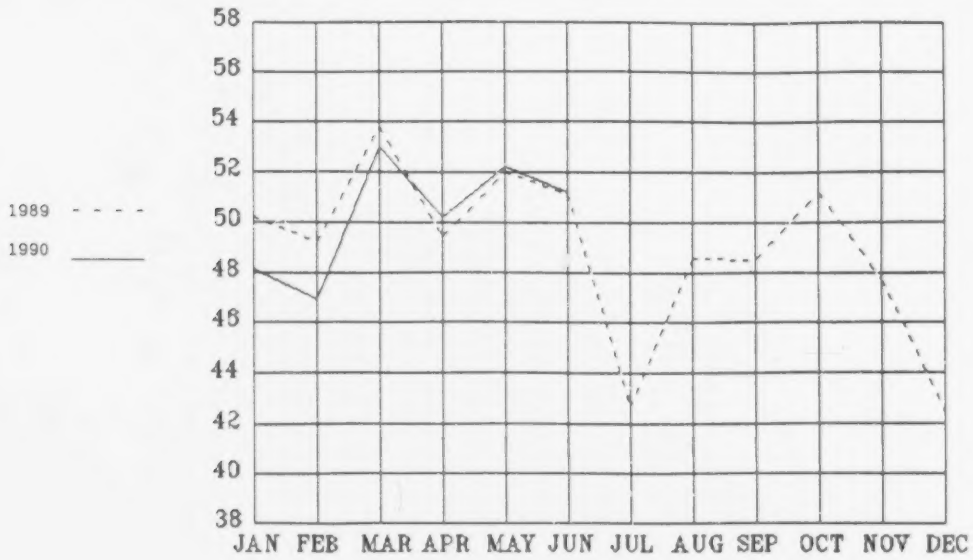
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1989	1990	%	1989	1990
Total	222	51111.5	51205.9	0.2	100.0	100.0
Dist. 1	16	3441.8	3142.2	- 8.7	6.7	6.1
Dist. 2	28	5170.1	4858.5	- 6.0	10.1	9.5
Dist. 3	42	9271.9	9834.8	6.1	18.1	19.2
Dist. 4	26	6623.0	6905.2	4.3	13.0	13.5
Dist. 5	18	3037.8	2774.2	- 8.7	5.9	5.4
Dist. 6	33	9421.1	9294.5	- 1.3	18.4	18.2
Dist. 7	26	6730.0	6617.6	- 1.7	13.2	12.9
Dist. 8	18	2794.8	3385.1	21.1	5.5	6.6
Dist. 9	15	4621.0	4393.9	- 4.9	9.0	8.6
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1989	1990	%	1989	1990
Total	305795.8	301609.1	- 1.4	100.0	100.0
Dist. 1	19750.4	18272.3	- 7.5	6.5	6.1
Dist. 2	30026.0	28938.0	- 3.6	9.8	9.6
Dist. 3	56529.5	57620.9	1.9	18.5	19.1
Dist. 4	42584.5	39228.8	- 7.9	13.9	13.0
Dist. 5	17762.1	16138.8	- 9.1	5.8	5.4
Dist. 6	56179.3	56339.2	0.3	18.4	18.7
Dist. 7	38038.1	40833.6	7.3	12.4	13.5
Dist. 8	17094.8	19781.6	15.7	5.6	6.6
Dist. 9	27830.9	24455.9	-12.1	9.1	8.1

MILLIONS

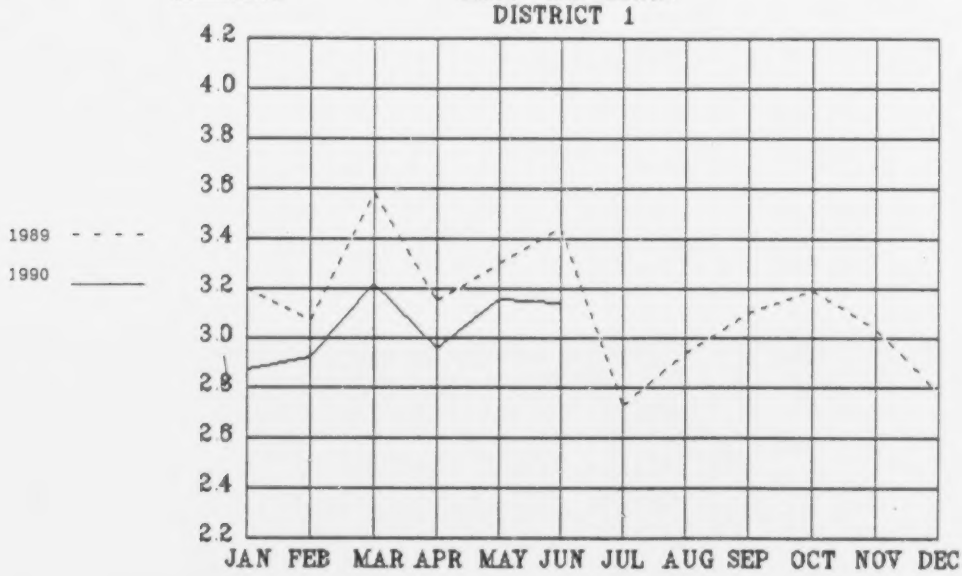
NATIONAL BILLINGS



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-4.1	-4.7	-1.6	1.5	0.4	0.2						
% Change	Cumulative	-4.1	-4.4	-3.4	-2.2	-1.7	-1.4						

MILLIONS

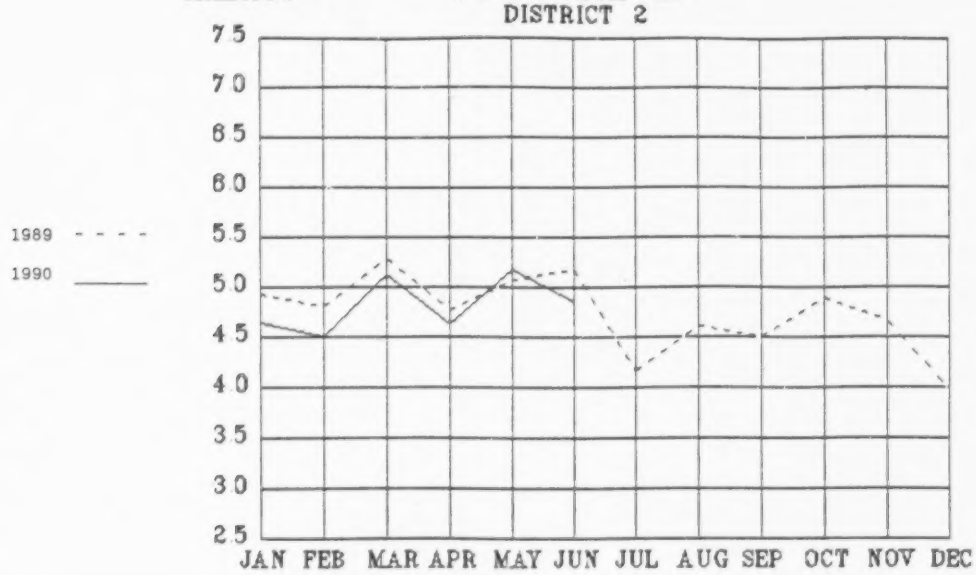
MASS-R.I.-CONN. DISTRICT 1



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.5	-4.9	-10.2	-6.0	-4.2	-8.7						
% Change	Cumulative	-10.5	-7.8	-8.6	-8.0	-7.2	-7.5						

MILLIONS

N.Y.-N.J.-E.PA.-MD.
DISTRICT 2



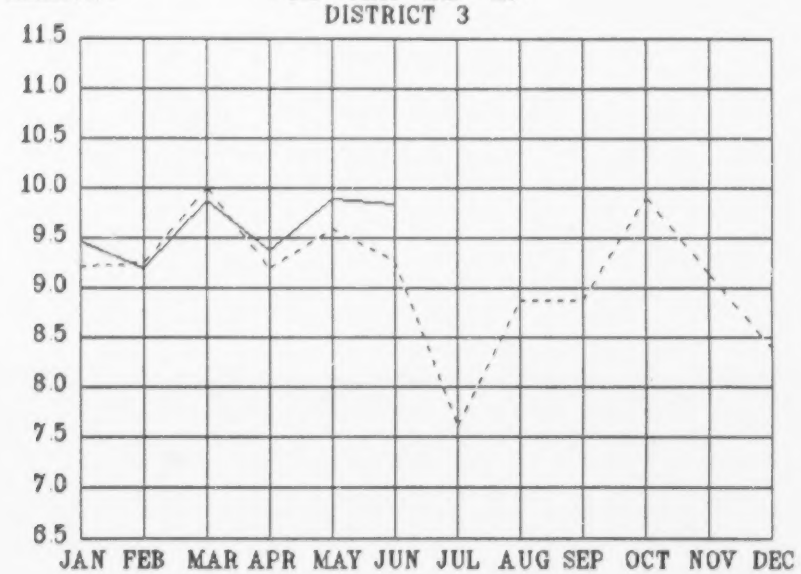
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.8	-6.4	-2.9	-2.9	2.1	-6.0						
% Change	Cumulative	-5.8	-6.1	-5.0	-4.5	-3.1	-3.6						

MILLIONS

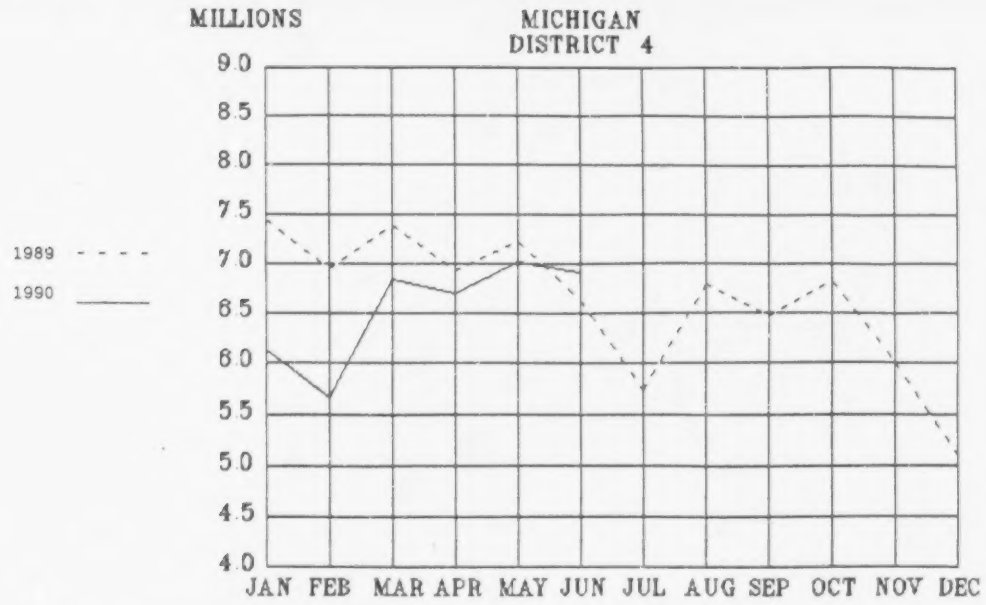
W.PA.-OHIO-IND.-KY.
DISTRICT 3



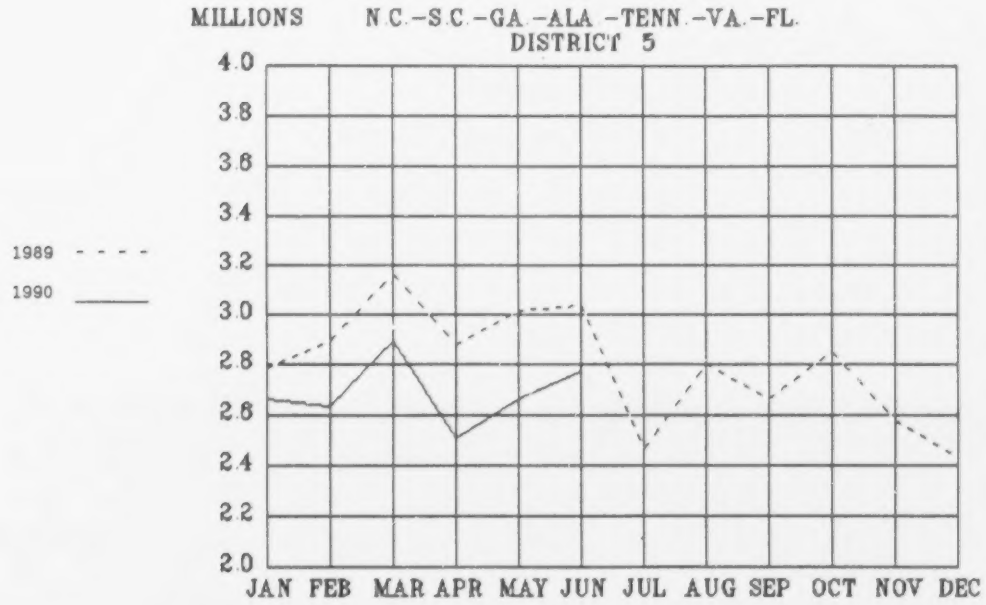
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.7	-0.7	-1.2	2.0	3.0	6.1						
% Change	Cumulative	2.7	1.0	0.2	0.6	1.1	1.9						



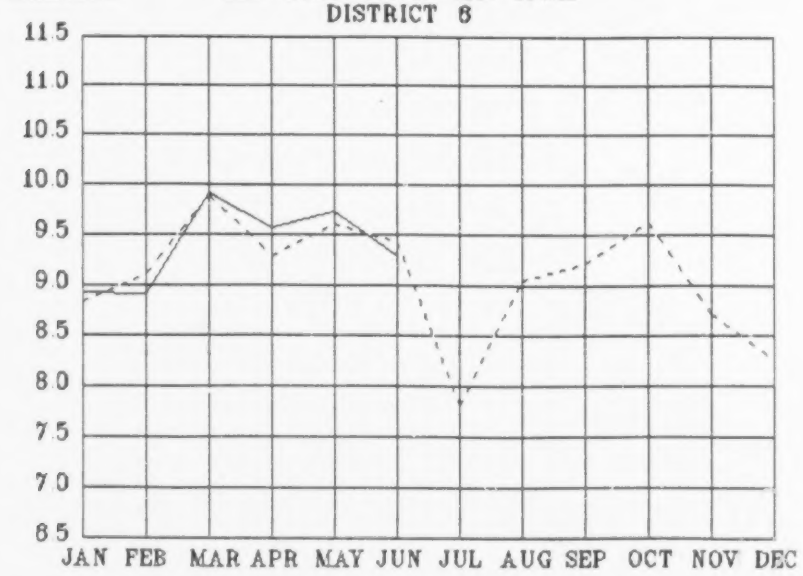
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.9	-18.5	-7.7	-3.6	- 2.9	4.3						
% Change	Cumulative	-17.9	-18.2	-14.6	-11.9	-10.1	-7.9						



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-4.2	-8.9	-8.5	-12.8	-11.5	-8.7						
% Change	Cumulative	-4.2	-6.6	-7.3	- 8.6	- 9.2	-9.1						

MILLIONS

ILL.-WISC.-MINN.-MO.-IOWA
DISTRICT 6



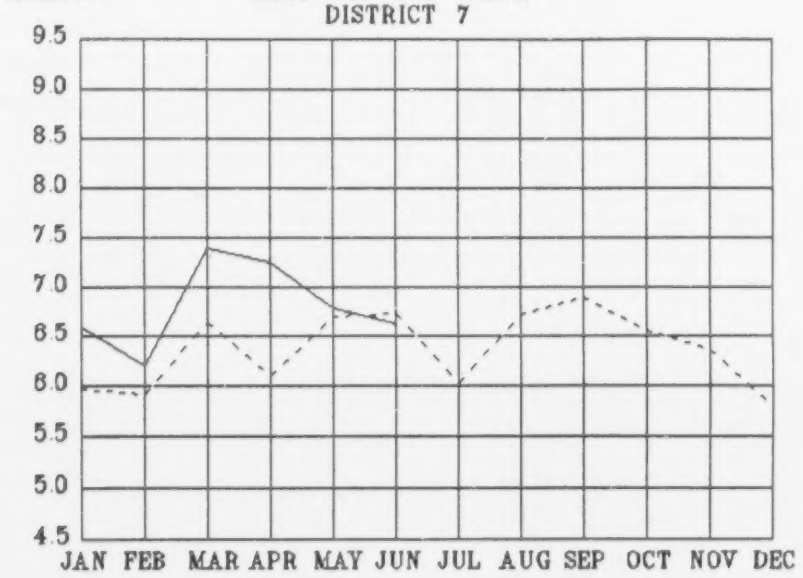
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.9	-2.2	0.1	3.0	1.2	-1.3						
% Change	Cumulative	0.9	-0.7	-0.4	0.5	0.6	0.3						

MILLIONS

ARIZ.-CA.-ORE.-WASH.
DISTRICT 7



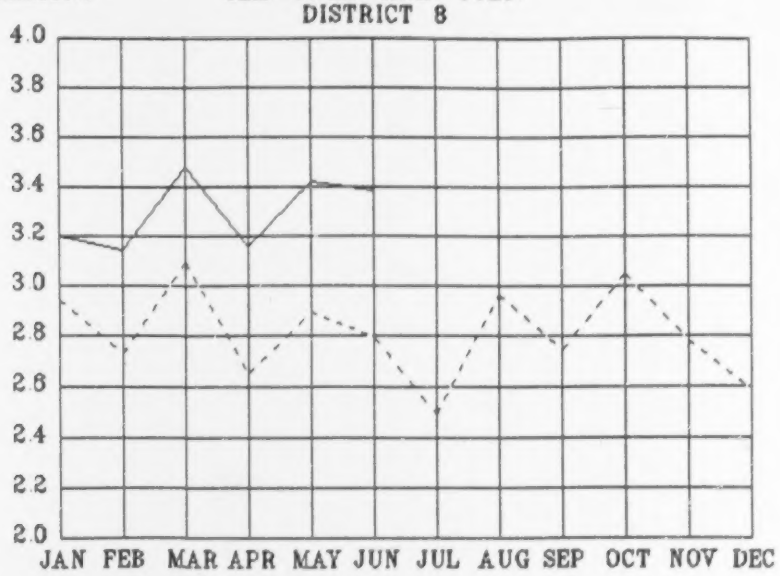
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.4	4.9	11.3	19.1	1.3	-1.7						
% Change	Cumulative	10.4	7.7	9.0	11.5	9.3	7.3						

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8



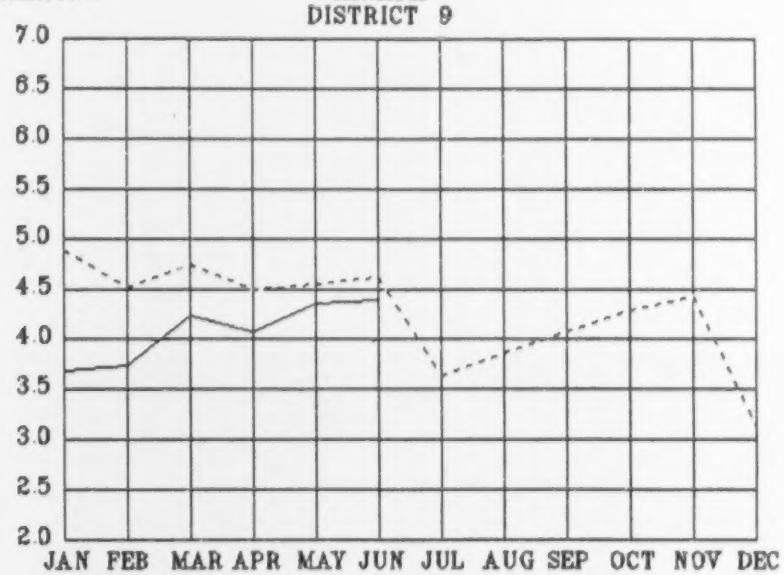
1989 - - - -

1990 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.7	15.2	12.6	19.2	18.3	21.1						
% Change	Cumulative	8.7	11.8	12.1	13.7	14.7	15.7						

MILLIONS

CANADA
DISTRICT 9



1989 - - - -

1990 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-24.7	-17.3	-11.0	- 9.5	- 4.6	- 4.9						
% Change	Cumulative	-24.7	-21.1	-17.7	-15.7	-13.6	-12.1						

AC376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

FOR RELEASE: IMMEDIATELY

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COMMERCIAL HEAT TREATERS REGISTER
8.9% GAIN OVER JULY 1989 SALES

July 1990 billings totaled $46.4 million, compared to July 1989 when sales amounted to $42.6 million. While reported sales are off from June 1990, the June-July decline in 1989 was steeper.

For the first seven months of 1990, billings reached $348.0 million, essentially even (-0.1%) with the same period in 1989 when the Metal Treating Industry posted sales of $348.4 million.

Seven out of nine MTI districts outperformed July 1989 and for all of 1990 four districts are ahead of sales for 1989.

A summary of percentage change by geographic regions follows:

	District	Jul 90 vs. Jul 89	Total 1990 vs. 1989
1	New England (MA-RI-CT)	- 6.2	- 7.4
2	Middle Atlantic (NY-NJ-E.PA-MD)	4.7	- 2.6
3	South Central (W.PA-OH-IN-KY)	13.0	3.2
4	Michigan	16.1	- 5.0
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 2.6	- 8.3
6	North Central (IL-WI-MN-MO-IA)	3.9	0.7
7	Pacific Coast (CA-AZ-ORE-WASH)	10.1	7.7
8	Southwest (TX-OK-AR-CO-LA-UT)	31.2	17.7
9	Canada	6.3	-10.0

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

JULY, 1990

BILLINGS FOR MONTH

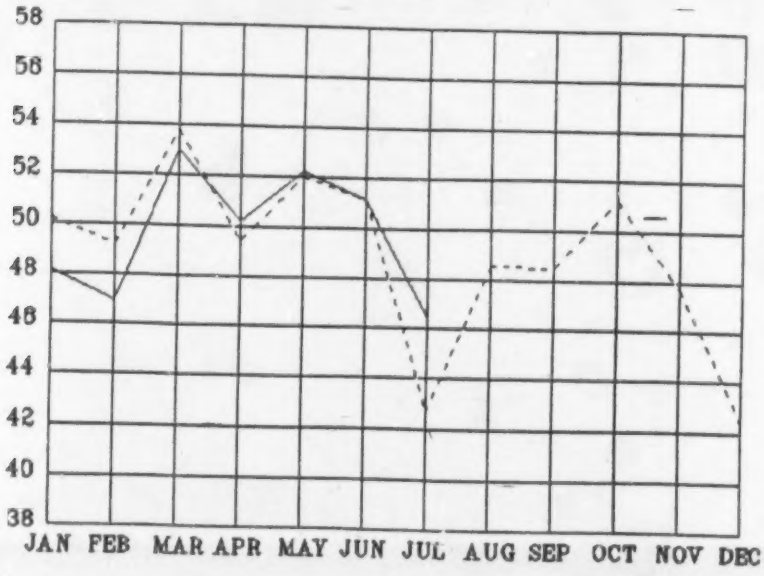
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1989	1990	%	1989	1990
Total	222	42626.2	46409.8	8.9	100.0	100.0
Dist. 1	16	2729.5	2559.0	- 6.2	6.4	5.5
Dist. 2	28	4168.4	4362.3	4.7	9.8	9.4
Dist. 3	42	7599.6	8586.6	13.0	17.8	18.5
Dist. 4	26	5733.3	6659.0	16.1	13.5	14.3
Dist. 5	18	2462.2	2398.0	- 2.6	5.8	5.2
Dist. 6	33	7804.6	8105.4	3.9	18.3	17.5
Dist. 7	26	6009.3	6615.2	10.1	14.1	14.3
Dist. 8	18	2495.2	3273.5	31.2	5.9	7.1
Dist. 9	15	3624.1	3850.7	6.3	8.5	8.3
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1989	1990	%	1989	1990
Total	348422.2	347971.2	- 0.1	100.0	100.0
Dist. 1	22479.9	20818.7	- 7.4	6.5	6.0
Dist. 2	34194.4	33300.3	- 2.6	9.8	9.6
Dist. 3	64129.1	66127.7	3.2	18.4	19.0
Dist. 4	48317.8	45887.8	- 5.0	13.9	13.2
Dist. 5	20224.3	18536.6	- 8.3	5.8	5.3
Dist. 6	63983.9	64444.6	0.7	18.4	18.5
Dist. 7	44047.4	47448.8	7.7	12.6	13.6
Dist. 8	19590.0	23050.0	17.7	5.6	6.6
Dist. 9	31455.0	28306.6	-10.0	9.0	8.1

MILLIONS

NATIONAL BILLINGS



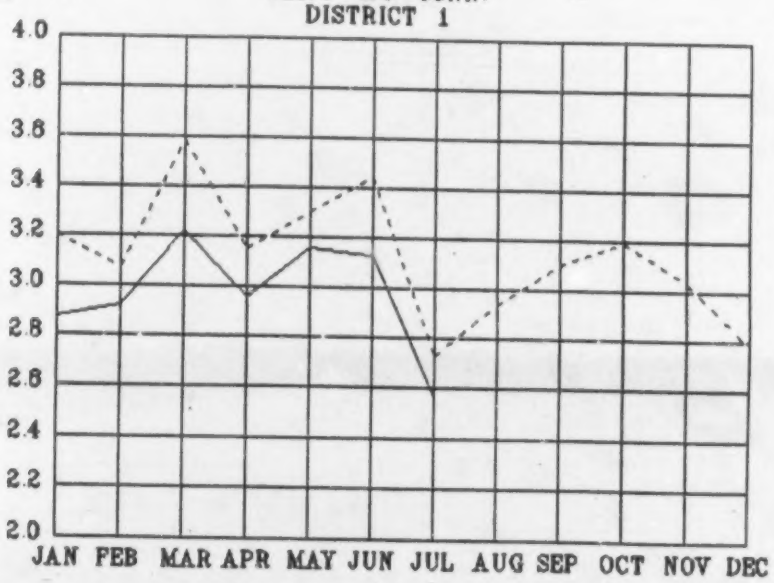
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-4.1	-4.7	-1.6	1.5	-0.4	0.1	8.9					
% Change	Cumulative	-4.1	-4.4	-3.4	-2.2	-1.7	-1.4	-0.1					

MILLIONS

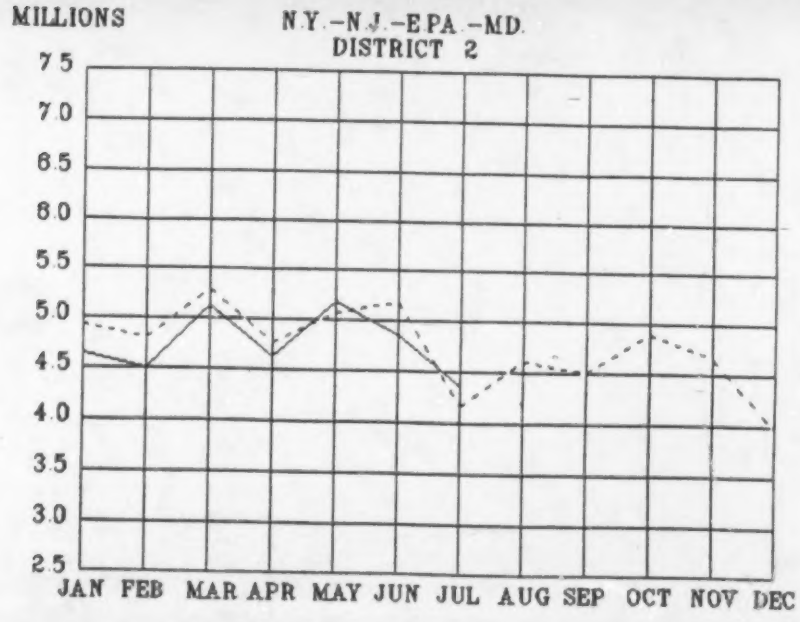
MASS.-R.I.-CONN. DISTRICT 1



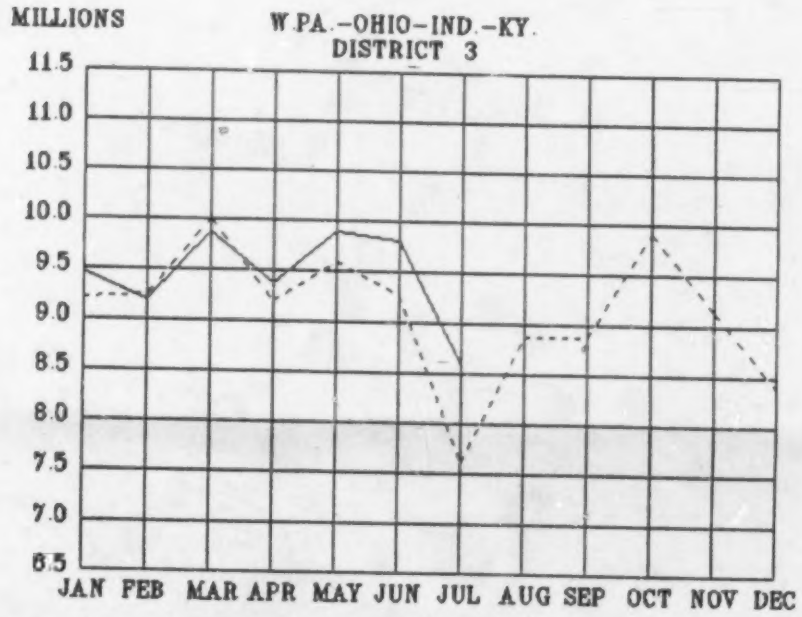
1989 - - - -

1990 ———

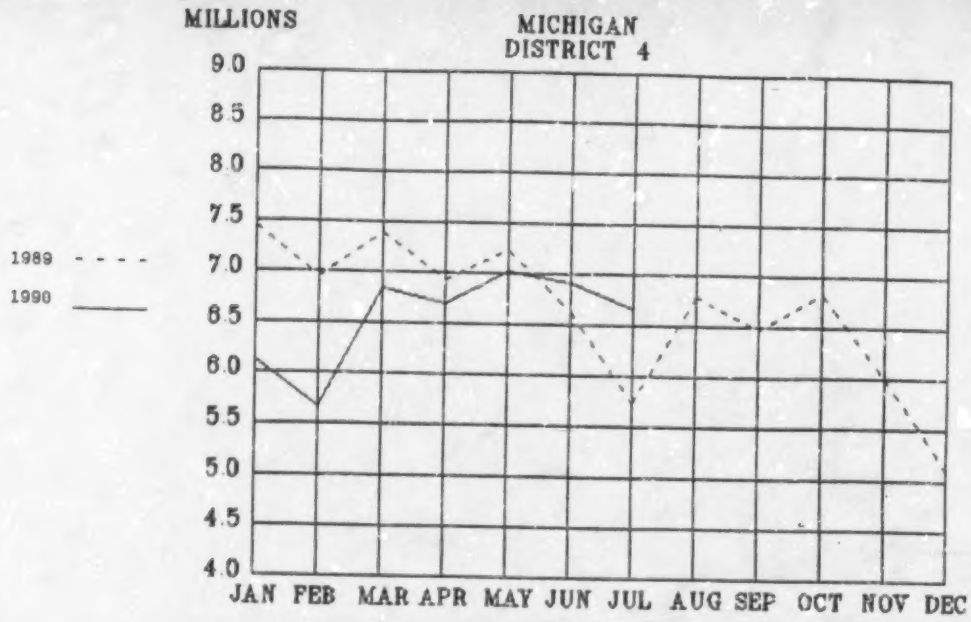
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.5	-4.9	-10.2	-6.0	-4.2	-9.1	-6.2					
% Change	Cumulative	-10.5	-7.8	-8.6	-8.0	-7.2	-7.5	-7.4					



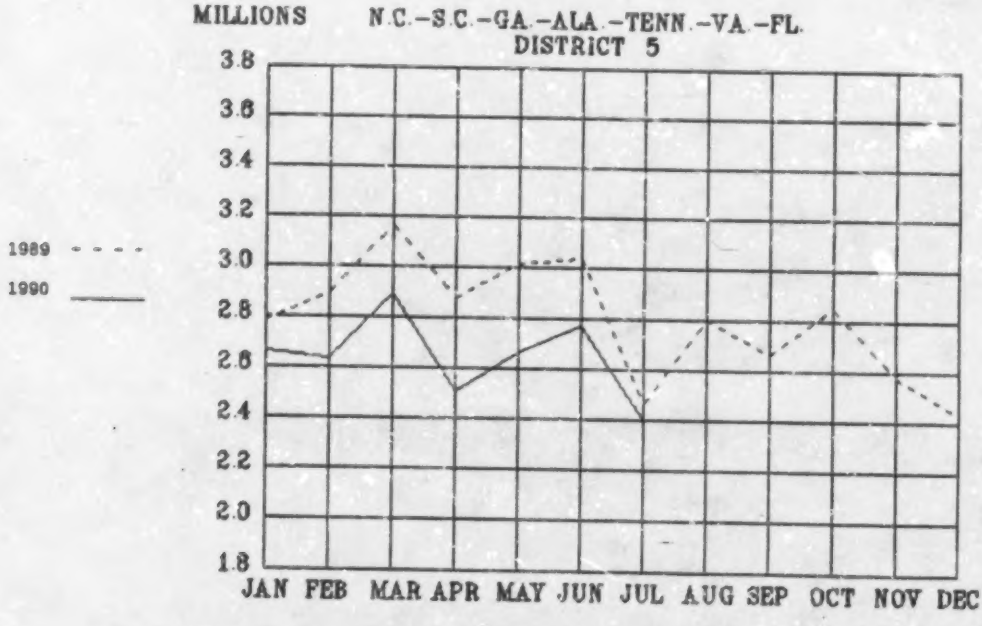
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.8	-6.4	-2.9	-2.9	2.1	-6.0	4.7					
% Change	Cumulative	-5.8	-6.1	-5.0	-4.5	-3.1	-3.6	-2.6					



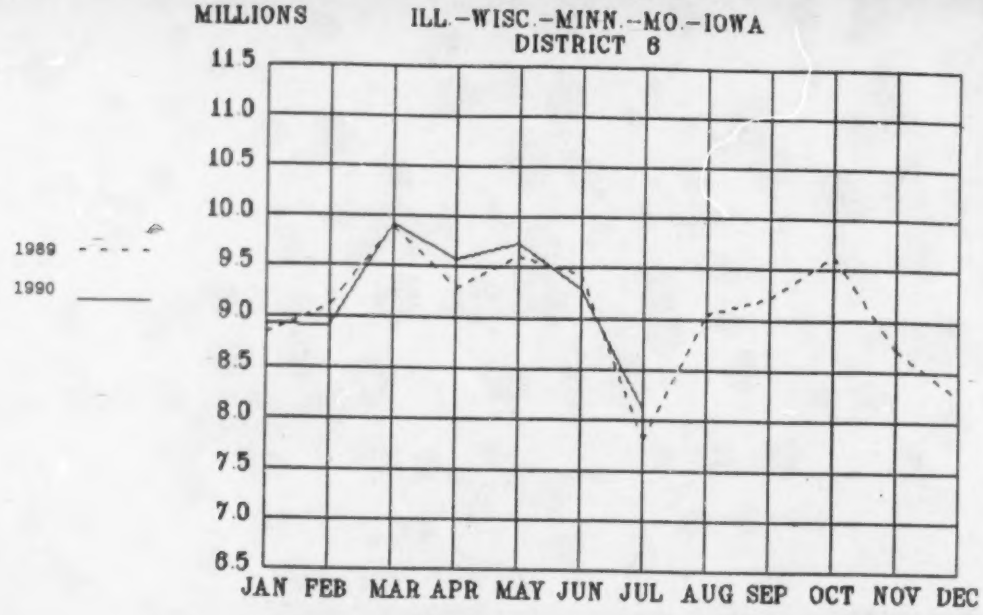
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.7	-0.7	-1.2	2.0	3.0	5.7	13.0					
% Change	Cumulative	2.7	1.0	0.2	0.6	1.1	1.9	3.2					



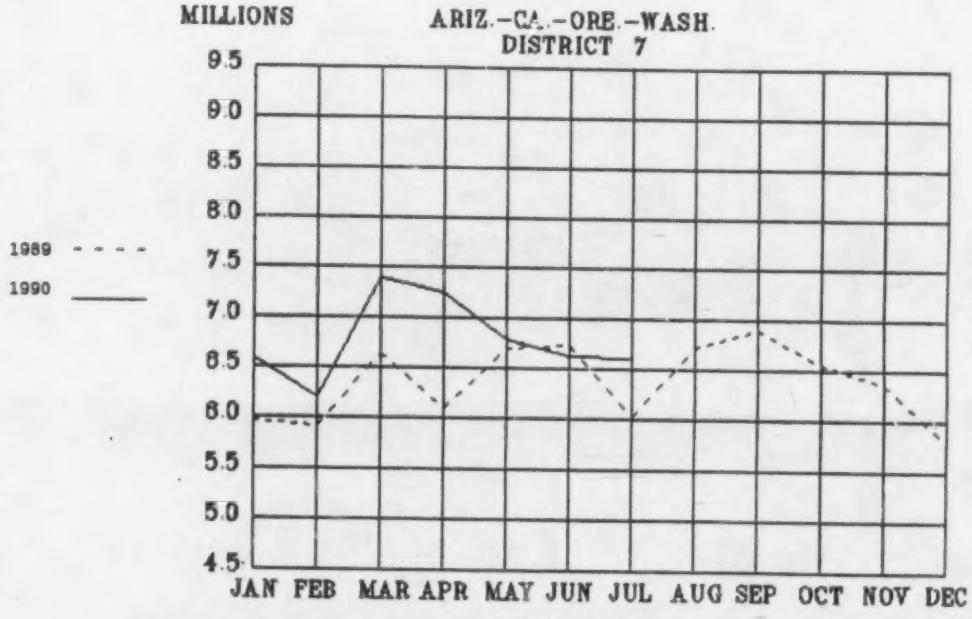
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.9	-18.5	-7.7	-3.6	- 2.9	4.3	16.1					
% Change	Cumulative	-17.9	-18.2	-14.6	-11.9	-10.1	-7.9	-5.0					



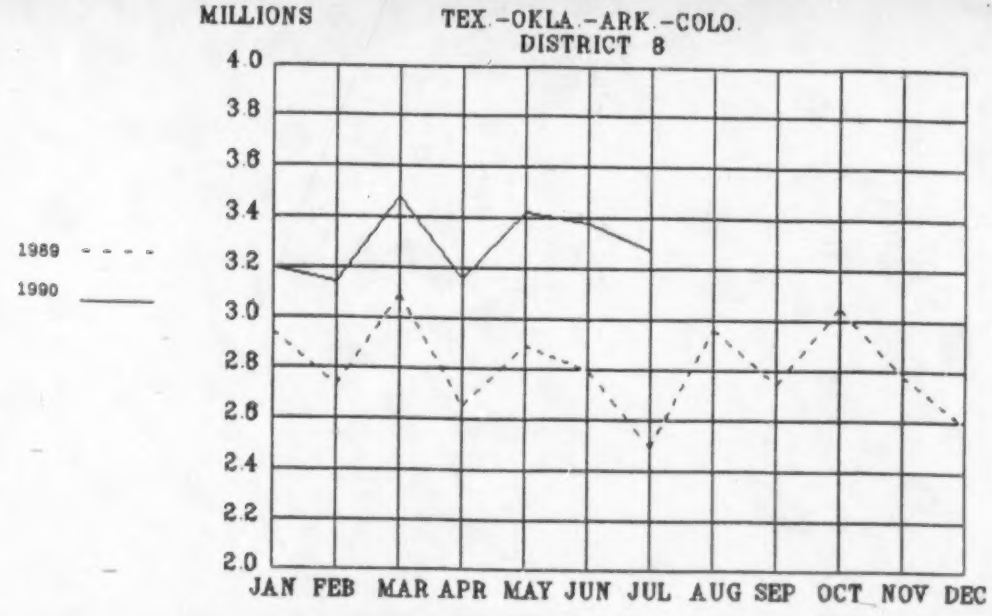
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-4.2	-8.9	-8.5	-12.8	-11.5	-8.7	-2.6					
% Change	Cumulative	-4.2	-6.6	-7.3	- 8.6	- 9.2	-9.1	-8.3					



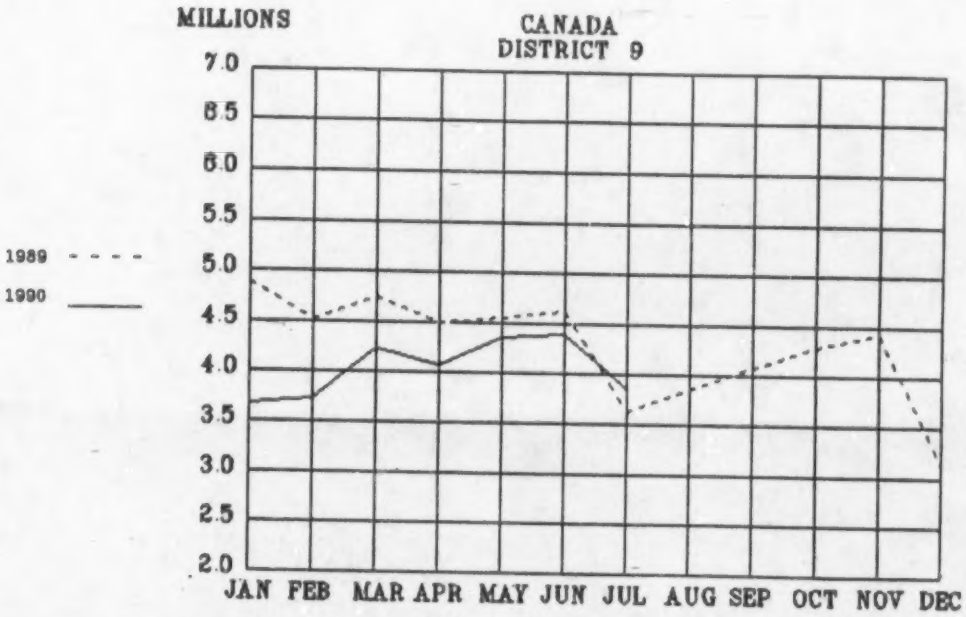
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.9	-2.2	0.1	3.0	1.2	-1.3	3.9					
% Change	Cumulative	0.9	-0.7	-0.4	0.5	0.6	0.3	0.7					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.4	4.9	11.3	19.1	1.3	-1.7	10.1					
% Change	Cumulative	10.4	7.7	9.0	11.5	9.3	7.3	7.7					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.7	15.2	12.6	19.2	18.3	20.9	31.2					
% Change	Cumulative	8.7	11.8	12.1	13.7	14.7	15.7	17.7					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-24.7	-17.3	-11.0	- 9.5	- 4.6	- 4.9	6.3					
% Change	Cumulative	-24.7	-21.1	-17.7	-15.7	-13.6	-12.1	-10.0					

AC37C-1

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

FOR RELEASE: IMMEDIATELY

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METAL TREATING INDUSTRY SALES RISE
4.5% ABOVE AUGUST 1989

August 1990 sales reached $50.7 million, up from $48.5 million in August 1989.

For the year to date, billings have totaled $399.0 million, a slight increase of 0.5% over the same period in 1989 when Commercial Heat Treaters registered sales of $396.8 million.

August 1990 sales for seven out of nine MTI districts topped August 1989's performance. Four districts are ahead of 1989 in year-to-date billings.

A summary of percentage change by geographic regions follows:

	District	Aug 90 vs. Aug 89	Total 1990 vs. 1989
1	New England (MA-RI-CT)	- 0.5	- 6.6
2	Middle Atlantic (NY-NJ-E.PA-MD)	2.4	- 1.7
3	South Central (W.PA-OH-IN-KY)	11.9	4.6
4	Michigan	3.0	- 4.0
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 2.9	- 7.5
6	North Central (IL-WI-MN-MO-IA)	0.6	0.7
7	Pacific Coast (CA-AZ-ORE-WASH)	6.6	7.6
8	Southwest (TX-OK-AR-CO-LA-UT)	12.1	16.9
9	Canada	0.9	- 8.9

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

AUGUST, 1990

BILLINGS FOR MONTH

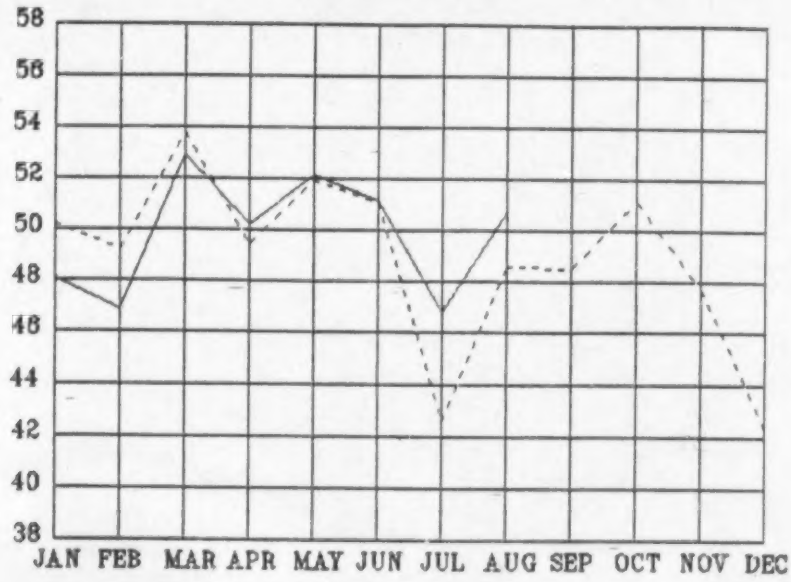
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1989	1990	%	1989	1990
Total	221	48541.2	50712.6	4.5	100.0	100.0
Dist. 1	16	2935.8	2919.7	- 0.5	6.0	5.8
Dist. 2	28	4599.0	4709.3	2.4	9.5	9.3
Dist. 3	42	8866.8	9923.6	11.9	18.3	19.6
Dist. 4	26	6779.8	6985.0	3.0	14.0	13.8
Dist. 5	17	2768.1	2688.8	- 2.9	5.7	5.3
Dist. 6	33	9053.8	9111.7	0.6	18.7	18.0
Dist. 7	26	6711.9	7154.5	6.6	13.8	14.1
Dist. 8	18	2967.3	3225.8	12.1	6.1	6.6
Dist. 9	15	3858.6	3894.2	0.9	7.9	7.7
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1989	1990	%	1989	1990
Total	396761.6	398902.8	0.5	100.0	100.0
Dist. 1	25415.7	23738.5	- 6.6	6.4	6.0
Dist. 2	38793.4	38127.1	- 1.7	9.8	9.6
Dist. 3	72995.9	76389.3	4.6	18.4	19.1
Dist. 4	55097.6	52872.9	- 4.0	13.9	13.3
Dist. 5	22791.0	21070.9	- 7.5	5.7	5.3
Dist. 6	73037.7	73556.2	0.7	18.4	18.4
Dist. 7	50759.3	54603.3	7.6	12.8	13.7
Dist. 8	22557.3	26375.8	16.9	5.7	6.6
Dist. 9	35313.6	32168.8	- 8.9	8.9	8.1

MILLIONS

NATIONAL BILLINGS



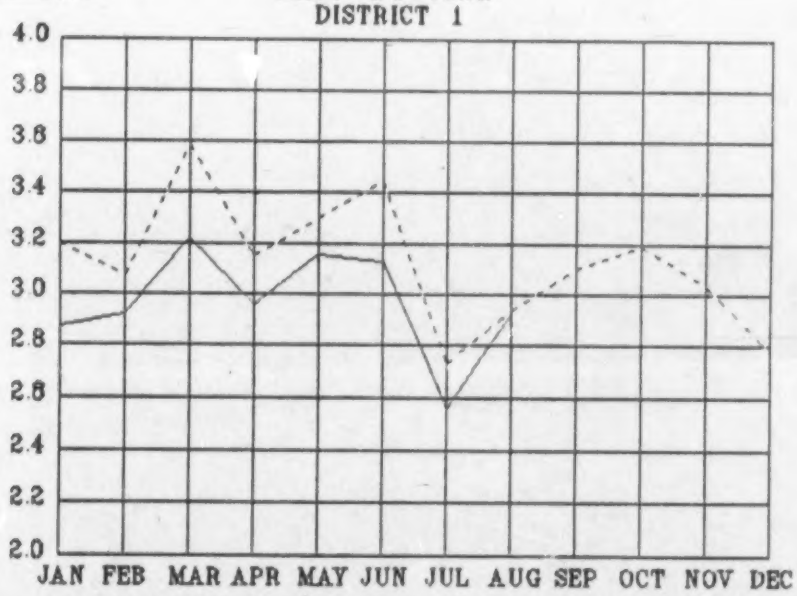
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-4.1	-4.8	-1.6	1.5	0.4	0.1	9.8	4.5				
% Change	Cumulative	-4.1	-4.4	-3.4	-2.2	-1.7	-1.4	0.0	0.5				

MILLIONS

MASS.-R.I.-CONN.
DISTRICT 1



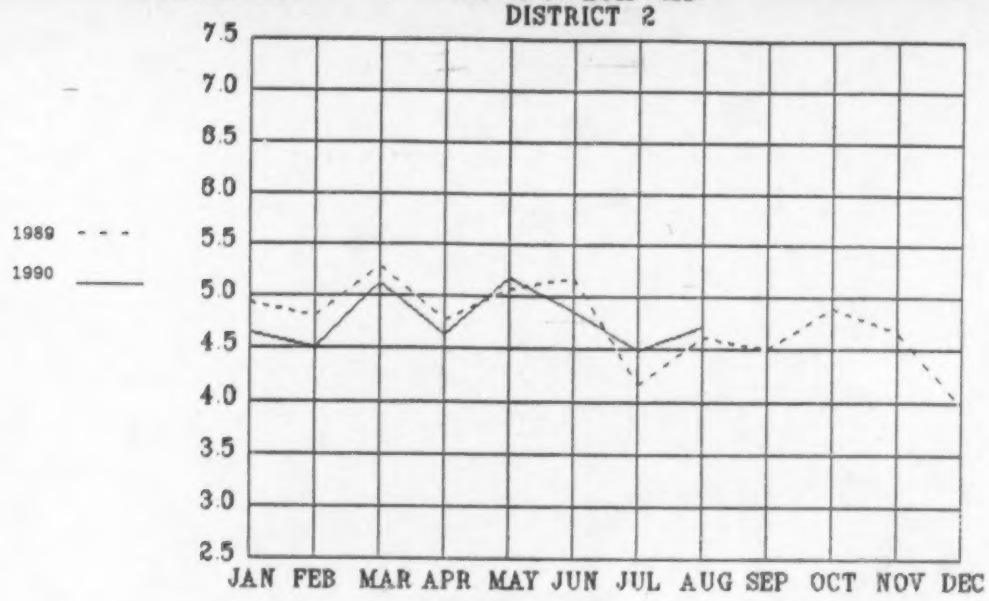
1989 - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.5	-4.9	-10.2	-6.0	-4.2	-9.1	-6.2	-0.5				
% Change	Cumulative	-10.5	-7.8	-8.6	-8.0	-7.2	-7.5	-7.4	-6.6				

MILLIONS

N.Y.-N.J.-E.PA.-MD.
DISTRICT 2



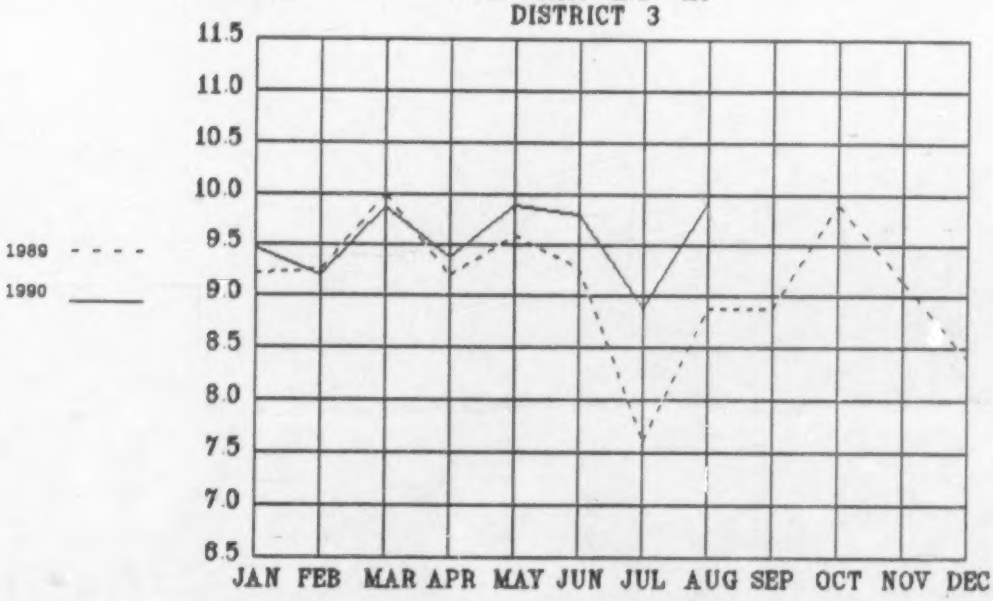
1989 - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.8	-6.4	-2.9	-2.9	2.1	-6.0	7.5	2.4				
% Change	Cumulative	-5.8	-6.1	-5.0	-4.5	-3.1	-3.6	-2.3	-1.7				

MILLIONS

W PA.-OHIO-IND.-KY.
DISTRICT 3



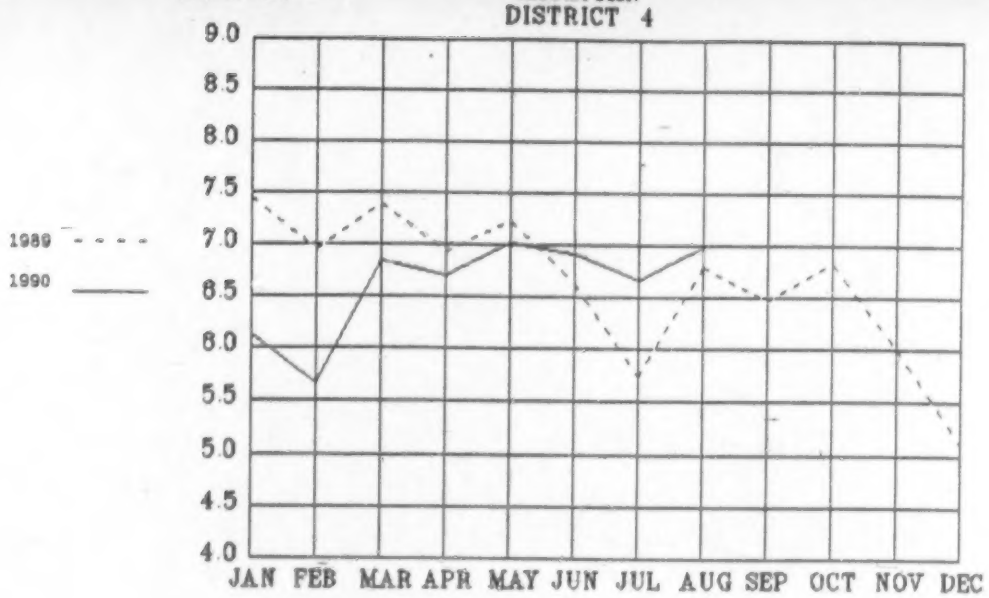
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.7	-0.7	-1.2	2.0	3.0	5.7	16.8	11.9				
% Change	Cumulative	2.7	1.0	0.2	0.6	1.1	1.9	3.6	4.6				

MILLIONS

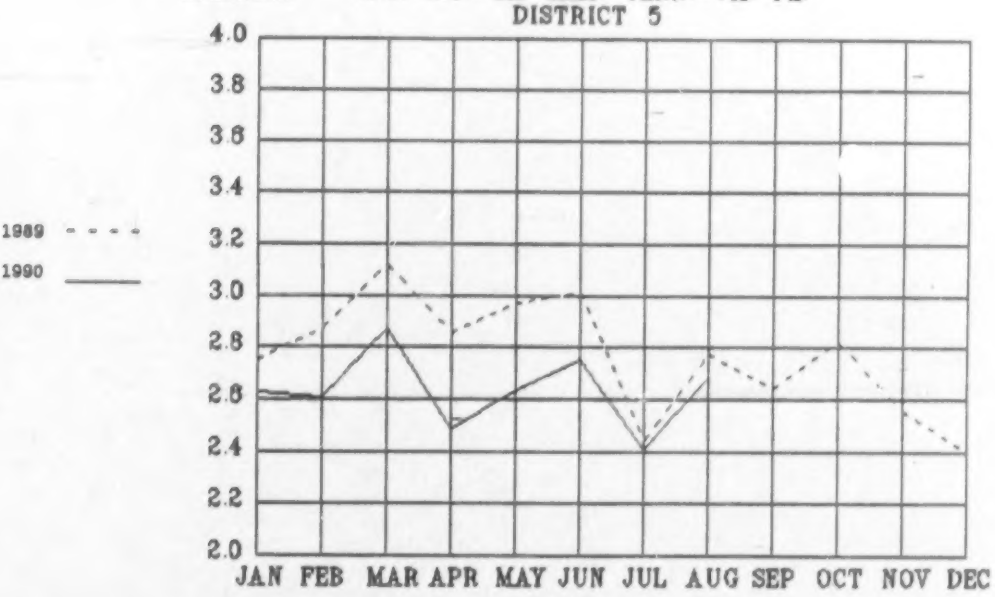
MICHIGAN
DISTRICT 4



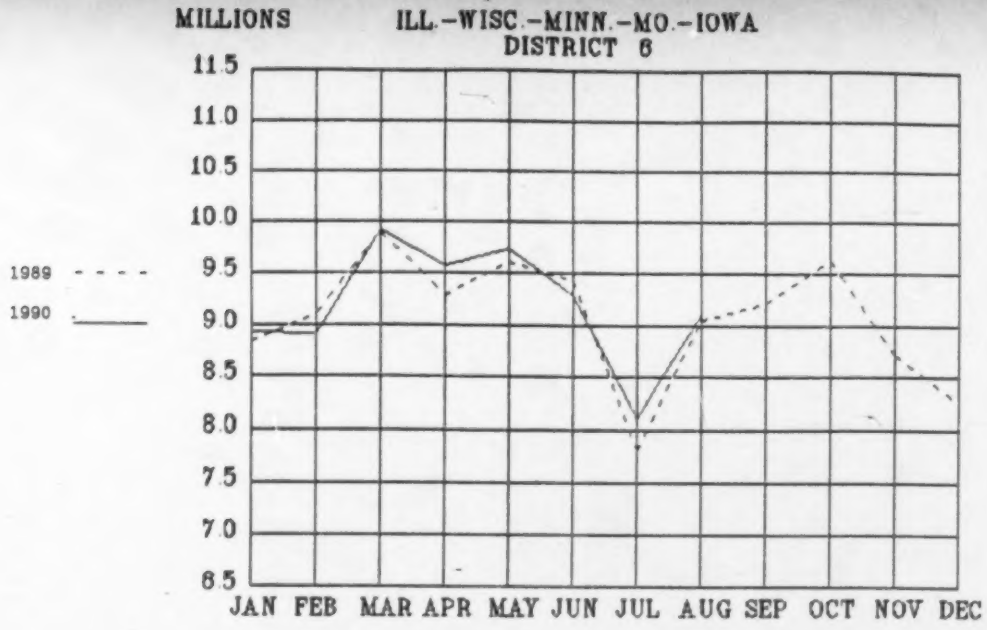
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.9	-18.5	-7.7	-3.6	- 2.9	4.3	16.1	3.0				
% Change	Cumulative	-17.9	-18.2	-14.6	-11.9	-10.1	-7.9	-5.0	-4.0				

MILLIONS N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.

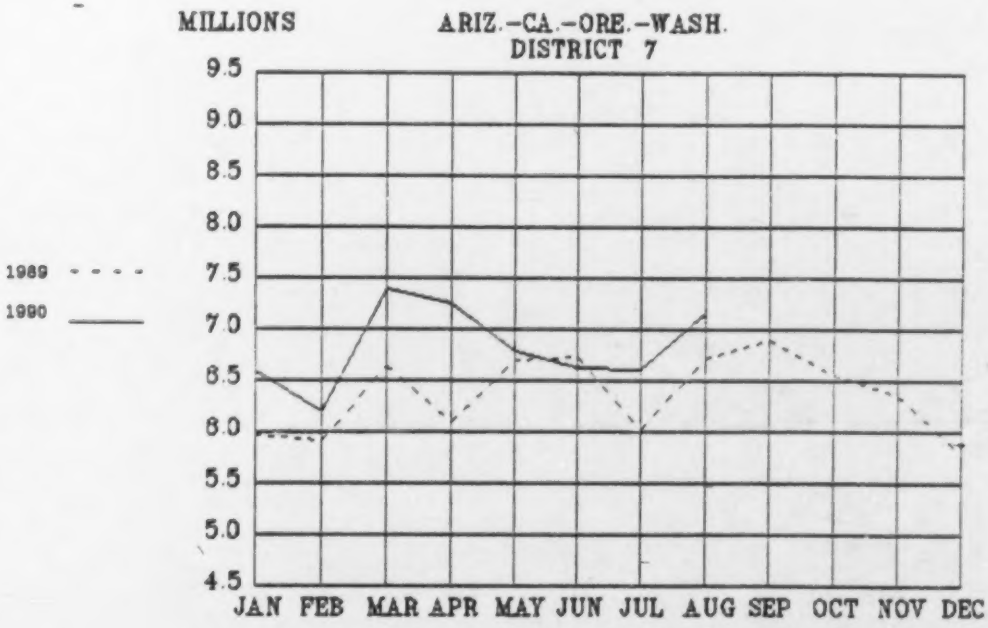
DISTRICT 5



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-4.3	-9.2	-8.1	-13.0	-11.4	-8.8	-1.3	-2.9				
% Change	Cumulative	-4.3	-6.8	-7.3	- 8.7	- 9.2	-9.2	-8.2	-7.5				



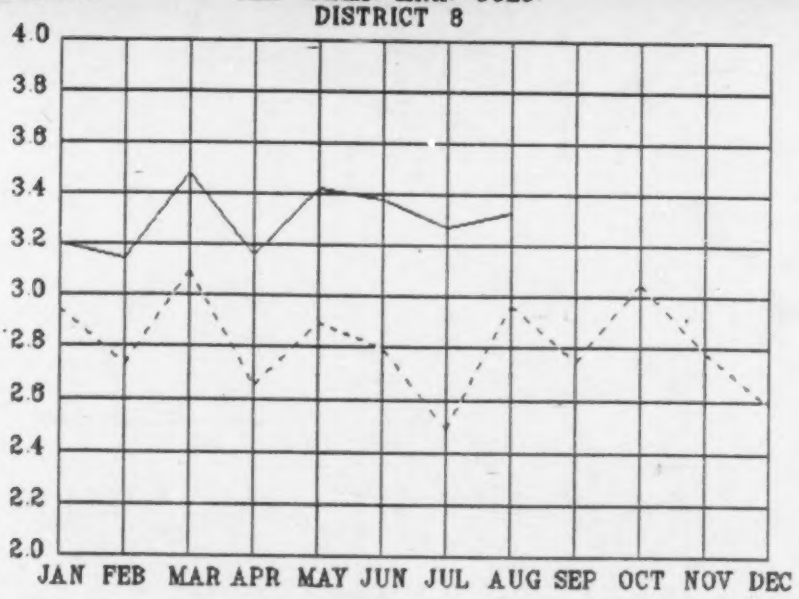
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.9	-2.2	0.1	3.0	1.2	-1.3	3.9	0.6				
% Change	Cumulative	0.9	-0.7	-0.4	0.5	0.6	0.3	0.7	0.7				



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.4	4.9	11.3	19.1	1.3	-1.7	10.1	6.6				
% Change	Cumulative	10.4	7.7	9.0	11.5	9.3	7.3	7.7	7.6				

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8



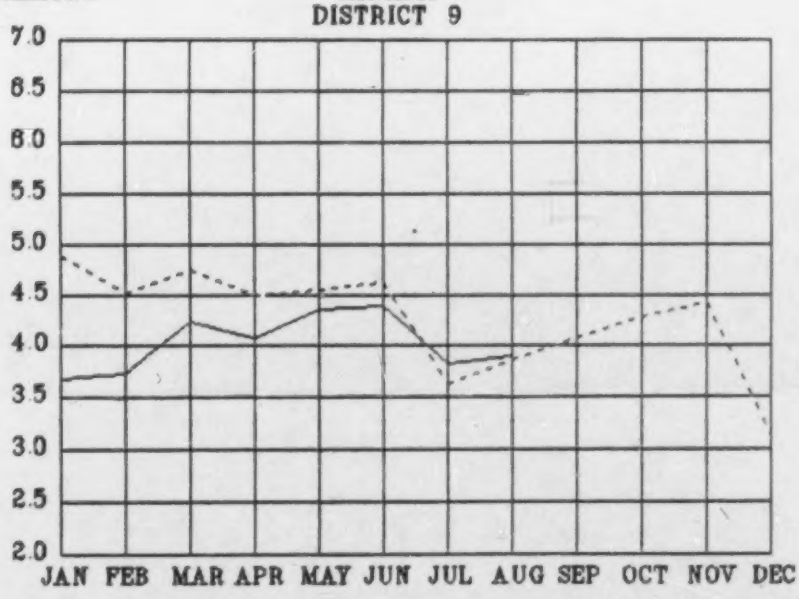
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.7	15.2	12.6	19.2	18.3	20.9	31.2	12.1				
% Change	Cumulative	8.7	11.8	12.1	13.7	14.7	15.7	17.7	16.9				

MILLIONS

CANADA
DISTRICT 9



1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-24.7	-17.3	-11.0	- 9.5	- 4.6	- 4.9	5.4	0.9				
% Change	Cumulative	-24.7	-21.1	-17.7	-15.7	-13.6	-12.1	-10.1	-8.9				

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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

FOR RELEASE: IMMEDIATELY

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Telephone: (904) 249-0448
Fax: (904) 249-0459

SEPTEMBER 1990 BILLINGS FOR COMMERCIAL HEAT TREATERS ARE DOWN 2.3% FROM SEPTEMBER 1989

The September 1990 total was $47.4 million. Sales for September 1989 amounted to $48.5 million.

For the first three quarters of 1990, billings have reached $446.2 million, up just 0.2% over 1989's billings at this point of $445.3 million.

Only three out of nine MTI districts show improvement over September 1989's sales as well as in year-to-date performance.

A summary of percentage change by geographic regions follows:

	District	Sep 90 vs. Sep 89	Total 1990 vs. 1989
1	New England (MA-RI-CT)	- 4.7	- 6.4
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 1.3	- 1.7
3	South Central (W.PA-OH-IN-KY)	1.3	4.3
4	Michigan	3.3	- 3.3
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 3.9	- 7.2
6	North Central (IL-WI-MN-MO-IA)	- 5.3	- 0.1
7	Pacific Coast (CA-AZ-ORE-WASH)	- 9.3	5.6
8	Southwest (TX-OK-AR-CO-LA-UT)	8.0	16.0
9	Canada	- 5.7	- 8.5

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

SEPTEMBER, 1990

BILLINGS FOR MONTH

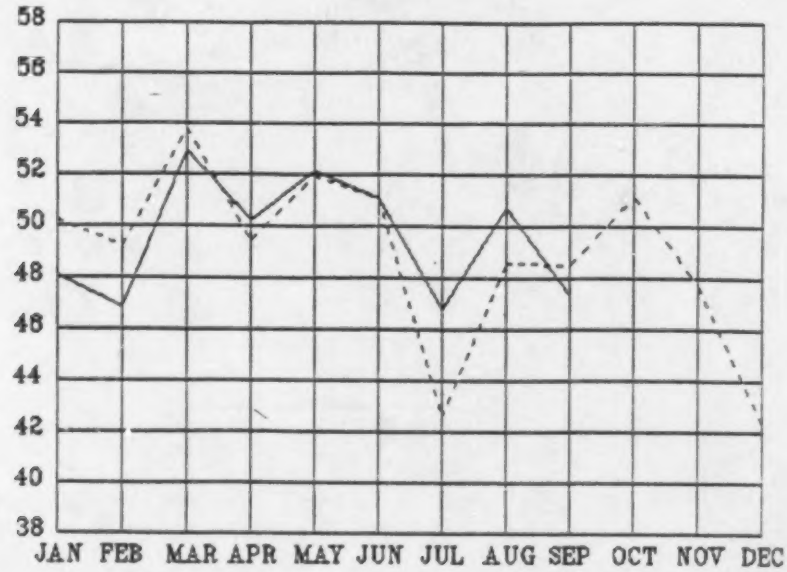
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1989	1990	%	1989	1990
Total	221	48488.2	47368.7	- 2.3	100.0	100.0
Dist. 1	16	3098.0	2953.4	- 4.7	6.4	6.2
Dist. 2	28	4494.0	4434.3	- 1.3	9.3	9.4
Dist. 3	42	8871.3	8985.2	1.3	18.3	19.0
Dist. 4	26	6468.0	6683.5	3.3	13.3	14.1
Dist. 5	17	2642.6	2538.5	- 3.9	5.5	5.4
Dist. 6	33	9213.3	8723.4	- 5.3	19.0	18.4
Dist. 7	26	6895.2	6256.7	- 9.3	14.2	13.2
Dist. 8	18	2739.7	2958.5	8.0	5.7	6.2
Dist. 9	15	4066.1	3835.3	- 5.7	8.4	8.1
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1989	1990	%	1989	1990
Total	445250.1	446207.6	0.2	100.0	100.0
Dist. 1	28513.8	26691.9	- 6.4	6.4	6.0
Dist. 2	43287.4	42550.9	- 1.7	9.7	9.5
Dist. 3	81867.2	85374.5	4.3	18.4	19.1
Dist. 4	61565.7	59556.4	- 3.3	13.8	13.3
Dist. 5	25433.6	23609.4	- 7.2	5.7	5.3
Dist. 6	82251.0	82204.2	- 0.1	18.5	18.4
Dist. 7	57654.4	60860.0	5.6	12.9	13.6
Dist. 8	25297.0	29334.3	16.0	5.7	6.6
Dist. 9	39379.7	36026.2	- 8.5	8.8	8.1

MILLIONS

NATIONAL BILLINGS



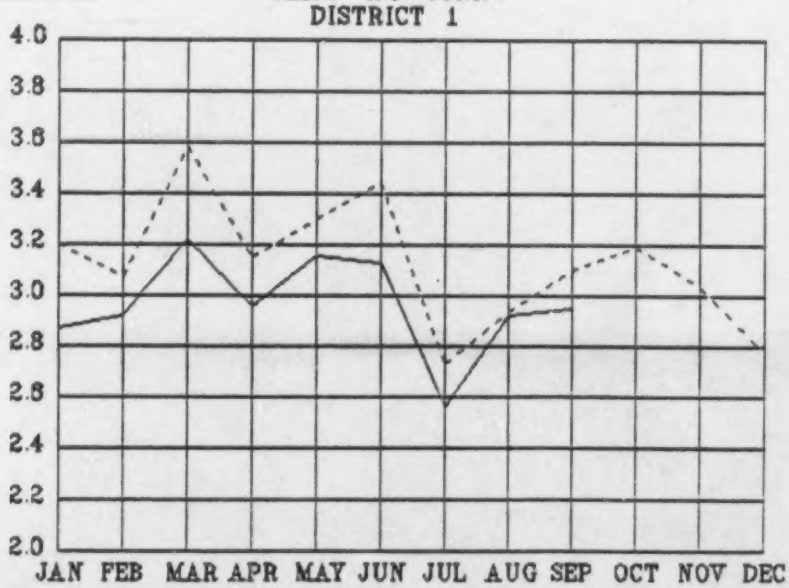
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-4.1	-4.8	-1.6	1.5	0.4	-0.1	9.9	4.5	-2.3			
% Change	Cumulative	-4.1	-4.4	-3.4	-2.2	-1.7	-1.4	0.0	0.5	0.2			

MILLIONS

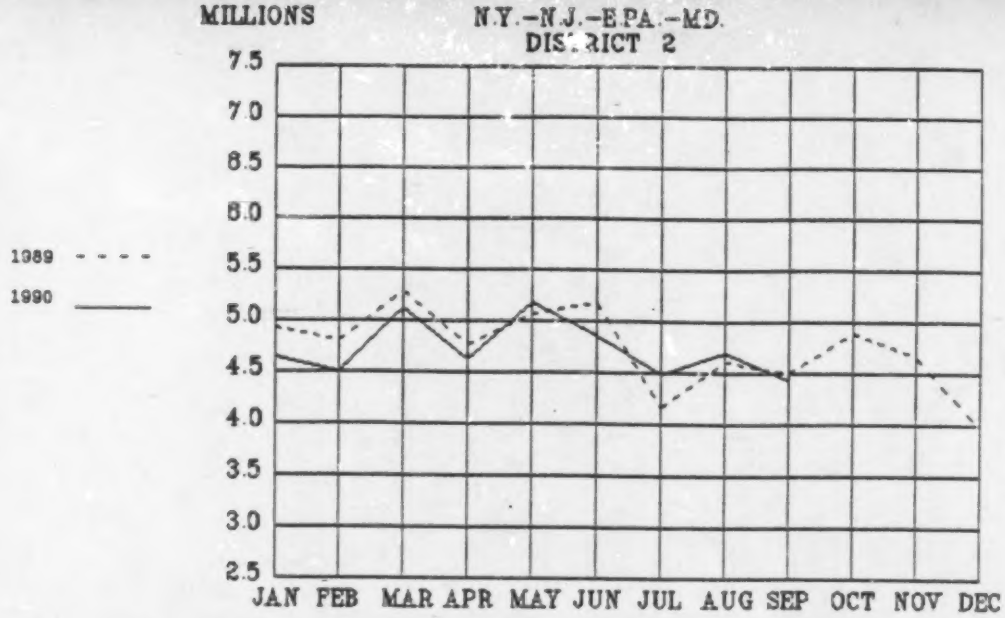
MASS.-R.I.-CONN.
DISTRICT 1



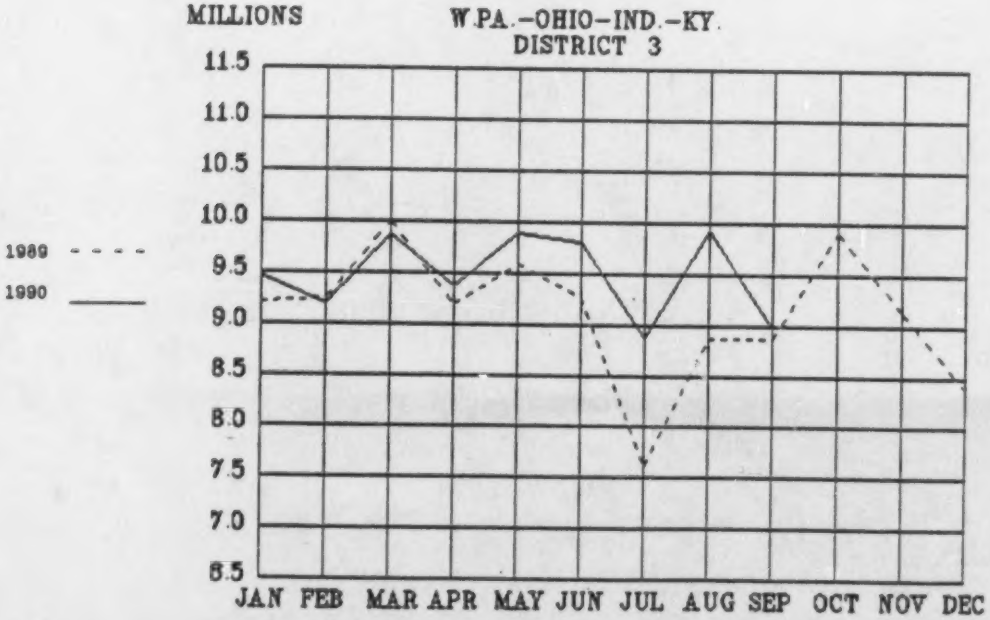
1989 - - - -

1990 ———

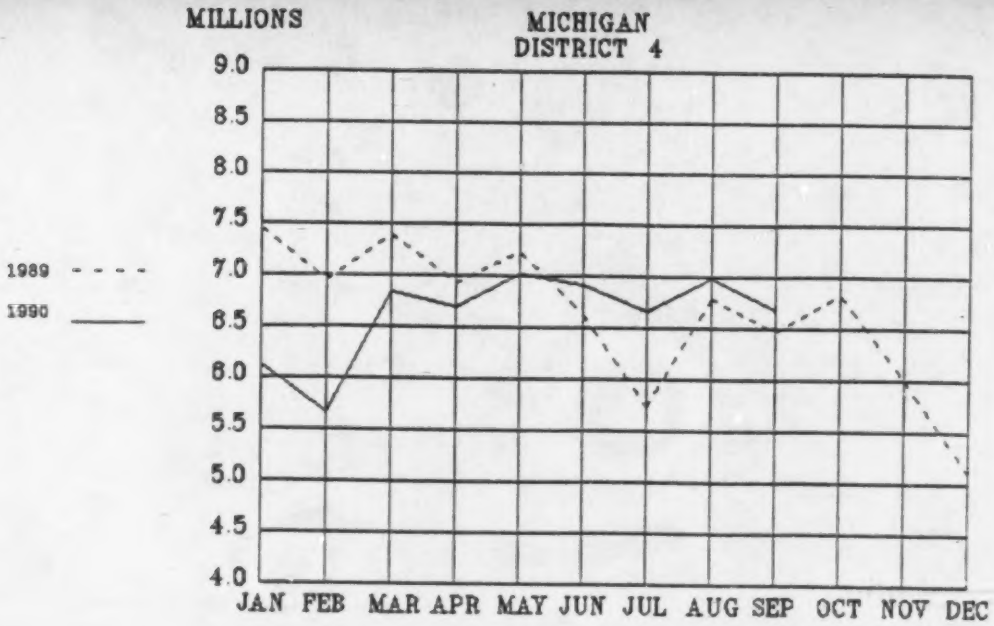
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.5	-4.9	-10.2	-6.0	-4.2	-9.1	-6.2	-0.5	-4.7			
% Change	Cumulative	-10.5	-7.8	-8.6	-8.0	-7.2	-7.5	-7.4	-6.6	-6.4			



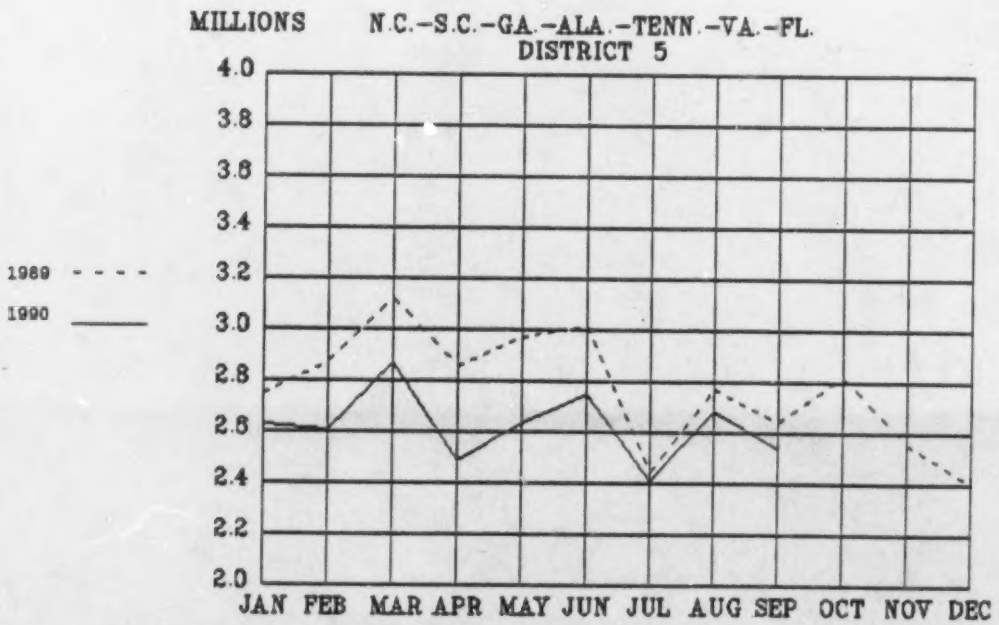
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.8	-6.4	-2.9	-2.9	2.1	-6.0	7.5	2.2	-1.3			
% Change	Cumulative	-5.8	-6.1	-5.0	-4.5	-3.1	-3.6	-2.3	-1.7	-1.7			



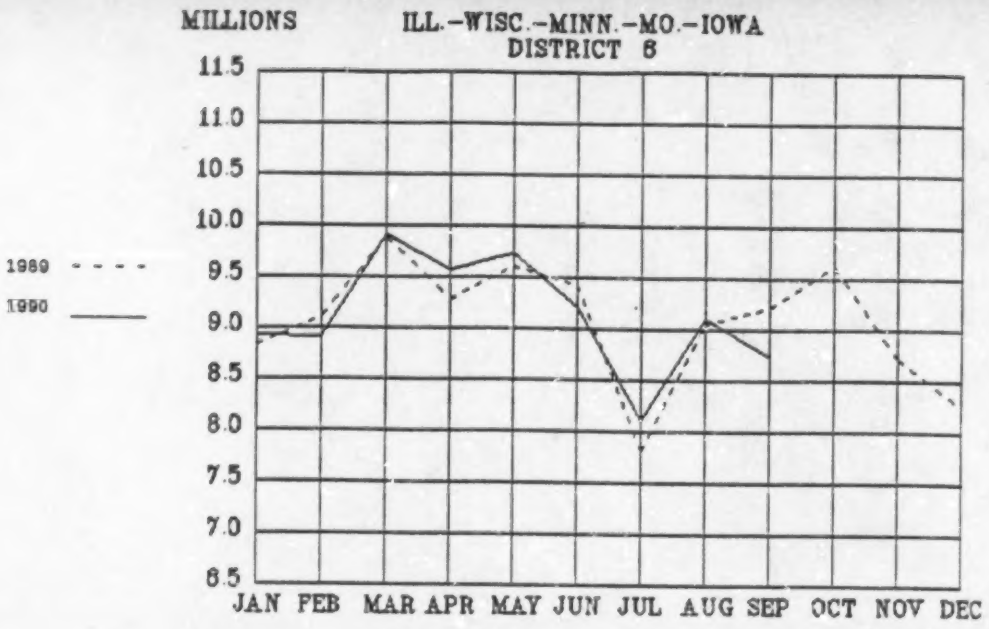
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.7	-0.7	-1.2	2.0	3.0	5.7	16.8	11.9	1.3			
% Change	Cumulative	2.7	1.0	0.2	0.6	1.1	1.9	3.6	4.6	4.3			



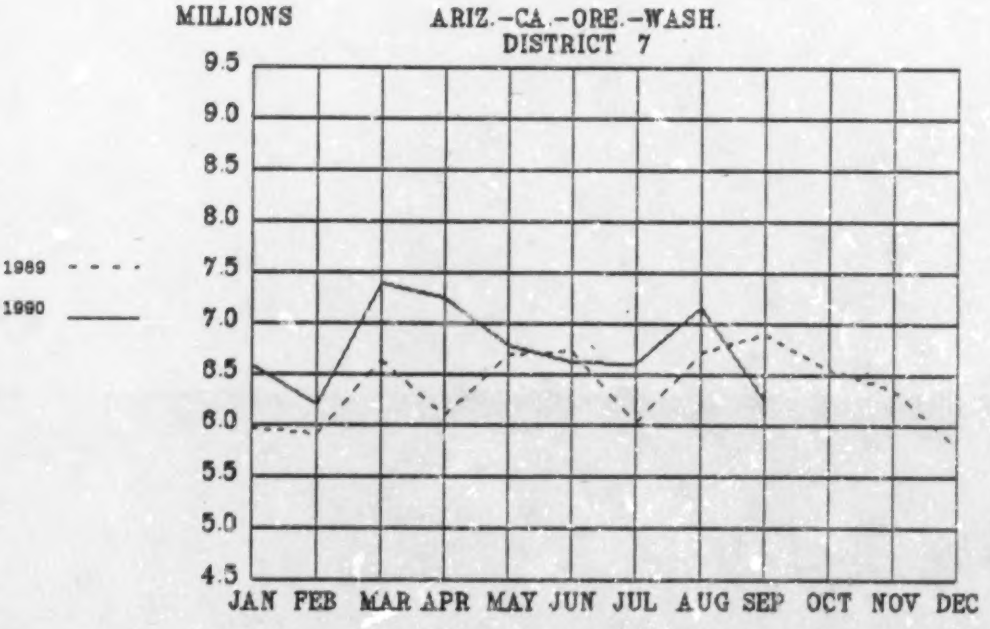
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.9	-18.5	-7.7	-3.6	- 2.9	4.3	16.1	3.0	3.3			
% Change	Cumulative	-17.9	-18.2	-14.8	-11.9	-10.1	-7.9	-5.0	-4.0	-3.3			



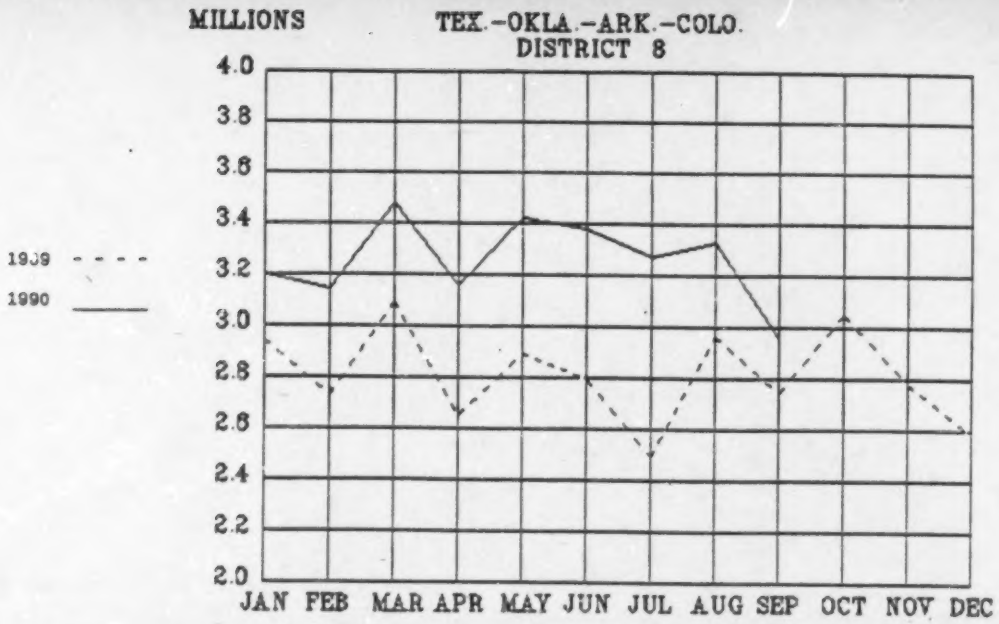
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-4.3	-9.2	-8.1	-13.0	-11.4	-8.8	-1.3	-2.9	-3.9			
% Change	Cumulative	-4.3	-6.8	-7.3	- 8.7	- 9.2	-9.2	-8.2	-7.5	-7.2			



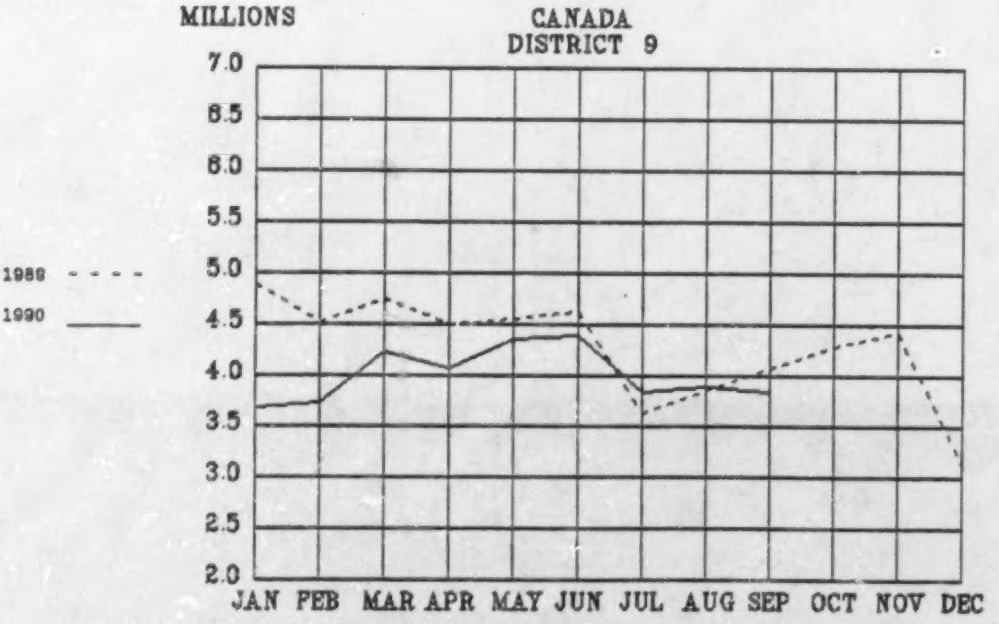
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.9	-2.2	0.1	3.0	1.2	-2.1	3.9	0.6	-5.3			
% Change	Cumulative	0.9	-0.7	-0.4	0.5	0.6	0.2	0.6	0.8	-0.1			



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.4	4.9	11.3	10.1	1.3	-1.7	10.1	6.6	-9.2			
% Change	Cumulative	10.4	7.7	9.0	11.5	9.3	7.3	7.7	7.6	5.6			



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.7	15.2	12.6	19.2	18.3	20.9	31.2	12.1	8.0			
% Change	Cumulative	8.7	11.8	12.1	13.7	14.7	15.7	17.7	16.9	16.0			



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-24.7	-17.3	-11.0	- 8.5	- 4.6	- 4.9	6.0	0.9	-5.7			
% Change	Cumulative	-24.7	-21.1	-17.7	-15.7	-13.6	-12.1	-10.0	-8.8	-8.5			